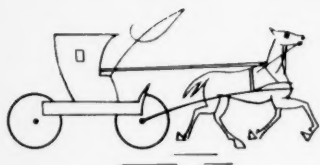


# LEATHER *and* SHOES

*The International Shoe and Leather Weekly*



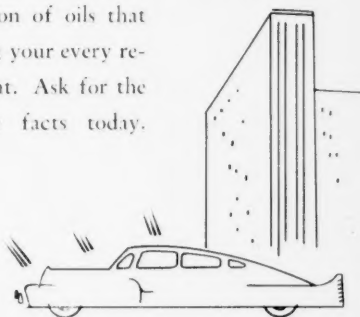
## *The Story begins in 1887*

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## CUTTING ACCIDENTS IN SHOE PLANTS

By  
E. D. Peeler, Safety Director  
General Shoe Corp.

The story of a simple, practical, workable plan that can be applied to any shoe factory in the country. Read how accidents and accident costs were cut sharply and efficiently.

## CUTTING ACCIDENTS IN TANNERIES

What are the main causes behind tannery accidents? How can these causes be corrected? What are the best safety practices? Get the facts in this analytical, to-the-point survey in the story written by Arthur J. Shay, Safety Engineer of the Zurich-American Insurance Co.

READ BOTH TIMELY,  
INFORMATIVE  
ARTICLES IN THE FEB. 2  
ISSUE OF  
LEATHER AND SHOES

# LEATHER and SHOES

ESTABLISHED 1890

Vol. 123

January 26, 1952

No. 4

## FEATURES

BETTER RESULTS IN FANCY STITCHING, By Samuel Seserman 11

PIGS — READY FOR THE SHOE MARKET 12

## THE NEWS

TRADE CALLS HIDE ALLOCATION MEETING

WISCONSIN TANNERS STAGE CHROME TANNING SYMPOSIA

NOVEMBER SHOE OUTPUT DECLINES

HIDE AND SKIN QUOTAS HIKE

## DEPARTMENTS

Editorial	6	Leather Markets	24	Deaths	38
Stylescope	8	Tanning Materials	26	Advertisers' Index	38
News X-Ray	16	Hides and Skins	27	Coming Events	38
News	18	News Quicks	29		

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LEATHER and SHOES

January 26, 1952



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# ERRATIC PRICES, DECLINING CONFIDENCE

## *Indecisive rawstock prices inspire indecisive customers, lower sales*

**I**f the hide and skin industry, along with the tanning industry, bewails the state of business and the trend toward increasing use of competitive materials by the shoe industry, it will find a major cause of this repetitious disease right in its own back yard—erratic prices.

In the past year and a half, for example, hides (light native cows) have gone from a high of about 44 cents to a current low of around 20-22 cents. This is a 100 percent shift in the price range. It is shifts like these that make ulcers such a commonplace occupational disease in the tanning and shoe industries. Shoe manufacturers, trying to plan their seasonal lines months ahead to fit to a pre-specified price range, often find themselves in a frenzy of indecision with such shifts in rawstock market prices. It is one good reason why they shift to non-leather materials where there is stability of price and supply which enables them to formulate costs and to plan on a sounder basis.

The comment of last week's *News Bulletin*, issued by the National Shoe Manufacturers Association, is extremely pertinent: "Nothing but chaos prevailed in the hide market this week, with the situation amounting to little short of panic . . . Shoe manufacturers probably will want to stay on the sidelines and watch the developments of the next few days."

Now, when because of an erratic rawstock market, shoe manufacturers are urged or find it necessary to stay on the sidelines, the leather industry experiences a sales lull.

This condition of up-and-down has been chronic in the rawstock market for decades. There have been, of course, many periods of relative stability. But the unpredictable crawl-or-jump nature of the market has made it always a speculative thing to do business with. Up to the end of the war, when leather was faced with no serious competition for its traditional sources of consumption, the erratic fluxes in prices were consid-

ered a necessary evil. But since war's end, with the rapid rise of competitive materials and products, the traditional sources of consumption, while still believing that the fluxes are evil, no longer see them as necessary for them to abide by. In short, they now have the choice of turning to more stable competitive materials and products.

Tanners, hide and skin dealers and packers may throw up their hands in indignant alarm: "We cannot alter the inexorable law of supply and demand." Or, "We cannot attempt to 'control' prices and draw the eye of the anti-trust laws."

### Two-Way Fact

They are, of course, absolutely right. But they are also absolutely wrong—in believing or implying that these are the only recourses available in helping to maintain lower prices or offering a greater degree of stability to the market, and thus inspiring a greater degree of customer confidence in that market.

Obviously, there is no simple answer to this age-old problem, for it would have been applied long ago. However, we do believe that a much stronger effort could be made to seek answers.

The industry repeatedly mentions the "inexorable" law of supply and demand as the basic price-setting factor. Is it too naive to suppose that if a real effort were made to permanently increase supply, that price levels would lower, improved stability would enter, and demand on the basis of market confidence, lower and stabilized prices, and improved competitive position with other materials would increase?

For example, each year some 200,000,000 hogs are killed in the U.S., but only a fraction of one percent are skinned for leather purposes. In fact, most of our pigskin leather is imported. This has been due to the slow, high-cost skinning process, a manual effort. But now a practical, high-speed low-cost skinning device has been made available. This could provide a commercial potential of at least a half billion feet of additional leather annually.

The tanning of salmon skins has recently reached the practical commercial stage. The salmon supply is tremendously abundant, opening another vast source of supply.


These are only two instances to show the potentiality for greatly increased supply. If these leathers could be made in sufficient supply, and above all dramatically merchandised to attract and expand mass consumption, it might have a potent effect on over-all rawstock prices which are motivated by the law of supply and demand. Though these "new" leathers would comprise competition with other leathers, they would in the long run be beneficial to the increased consumption of all leathers by keeping rawstock prices competitively low, and attracting customers who formerly went to competitive materials because of the price factor.

To be resigned to this so-called inexorable law of supply and demand and its erratic consequences on market prices will be costly. The erratic international situation will be with us for some time, creating potentially a tumultuous market for years ahead. The tanners cannot wait for conditions to change. They should devise means to change conditions.

Medical science has succeeded in finding remedies for many of the once-incurable and chronic ills of man. Leather science, applying the will and energy, may well be able to alleviate the chronic pain of erratic supply and price.

### LandS Editorial

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**ARMSTRONG'S**

*platforms*

# Stylescope

SHOE FASHION NEWS AND TRENDS

P. W. Minor & Son, Inc., incorporates patented construction into line. Called "Rim-i-kins," new shoes smartly styled on medium height heels, versatile in adaptability to limitless color combinations. Made by Compo process, method creates beautiful walking and comfort shoe, so much in demand, yet hard to find, by consumers. The



Batavia, N. Y., manufacturer claims shoes are unusual because cement process shoes are generally made with lightweight outsoles, whereas Rim-i-kins are made with (men's-weight) eight-iron outsoles called "Flex-Craft."

Because of "men's-weight" soles, Minor believes shoe to be longer wearing. Person wearing Rim-i-kins walks on entire surface of bottom of outsole, instead of treading on middle part. Added advantage, bottoms of outsoles are not only level in all directions when shoes are new, but wear evenly, a welcome feature for many women with tendency to have soles wear down sooner at extreme forepart than at other parts. Furthermore, rubber rim wears longer than oak leather soles, acting like "bumper-guard" protecting soles from wear.

Shoes said to be "super-flexible" because patented process provides flexible sole edge instead of usual stiffness of sole edges of shoes not constructed by methods this invention provides. Company also claims these shoes better



fitting because flex from ball to toe, not just at ball like shoes otherwise constructed. Therefore, sole bends with

foot at all points, eliminating "harmful" pressure caused by shoes made by other processes.

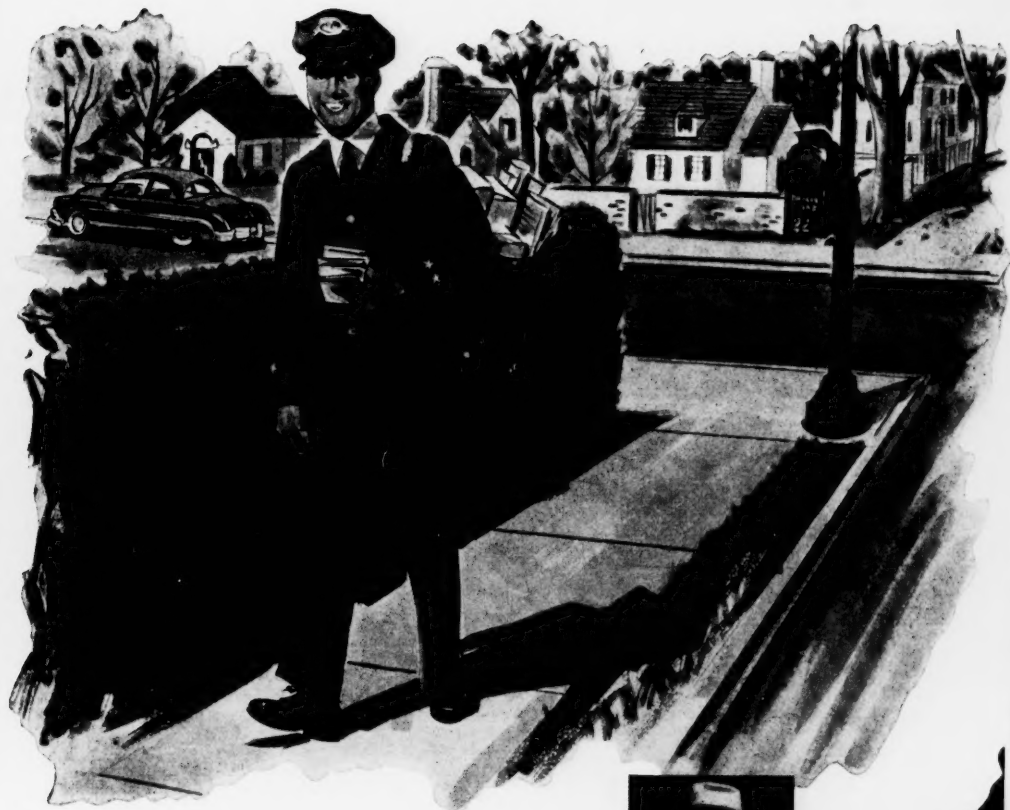
Similar construction attempted before War by other manufacturers. At that time, like many new inventions, all constructional routines were not entirely developed and required necessary changes which have been perfected by P. W. Minor & Son, Inc. They have been making these "colored sole edge" shoes for approximately four months, using methods definitely different and superior to those previously used, thereby eliminating problems which arose before. During past few months, company has shipped approximately 20,000 pairs Rim-i-kins to dealers with not one single pair being returned for any reason whatsoever. Also, has been receiving encouraging number re-orders from satisfied dealers who have been merchandising shoes for three months or more. Proof that Minor has succeeded in eliminating constructional bugaboos which occurred prior to World War II.

New innovation to popular thong sandal being introduced this month. New Lanny Division, Wellco Shoe Corp., makes sandal with sponge rubber midsole, wrapped with



multicolor panorama print fabric. Extreme flexibility and yielding quality of the sponge rubber midsole eliminates any possibility of annoying friction or pressure between toes while walking. Split-leather outsole imparts unusually long wear to shoe. Company believes remarkable comfort and eye-appeal, combined with \$2.95 retail price, makes this new shoe an ideal promotional item.

*Rosalie Mary Garian*



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**UNITED SHOE MACHINERY CORPORATION**

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Here's an unretouched "cutaway" photo of a shoe worn by Mr. Claude L. Voorhies, a postman of Nashville, Tenn. Mr. Voorhies states: "I wore these shoes for two years on my mail route, covered eight miles a day and at no time suffered toe discomfort due to loose and wrinkled toe linings".



\*Celastic is a registered trademark of the Celastic Corp.

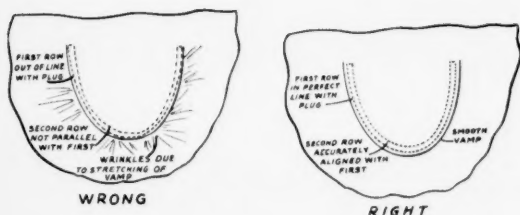
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In the "wrong" illustration (strictly hand guidance) note inconsistency of stitching lines, plus vamp wrinkling—because even the best manual control is subject to human error.

By contrast, the "right" illustration shows clean uniformity—the result of mechanical control or guidance of the stitch, not subject to human error.

## BETTER RESULTS IN FANCY STITCHING

*Mechanized control versus manual control—here is the evidence*

By Samuel Seserman

Fitting Room Engineer  
Ajax Machine Co.

**F**ANCY stitching commonly creates bottlenecks in all fitting room operations. As compared with almost any other operation, fancy stitching is more costly, slower, requires more skill, and creates more wastage, rejects and cripples. The quality, style, appearance and sales value of the shoe is greatly influenced by the quality of the fancy stitching operation.

With the experience of having studied and analyzed thoroughly the fitting room operations and end results in hundreds of shoe factories, I am firmly convinced that great improvements and savings can be realized in these operations in most plants.

No matter how accurately the component parts of the upper are cut, it is no guarantee that the fancy stitching operation will be accurate and acceptable. In previous articles on stitching room operation we have stated that the "human element" is always subject to error, no matter how skilled, experienced or conscientious the operator. In fancy stitching, perhaps more than in any other type of stitching, the error factor is common simply because the operation itself is so exacting in its re-

quirements in the effort to achieve consistently good results.

On the basis of long experience, the conclusion is inevitable: consistently high performance and accuracy in fancy stitching can be achieved *only through the scientific and mechanized approach*. So long as the human element dominates the operation, it is subject to frequent human error or deviation from high quality performance. Contrarily, the mechanical approach is not subject to error, and assures consistent accuracy and high quality performance.

Now, let's analyze some of the common shortcomings resulting in faulty work.

A piece of material is placed in the sewing machine, the purpose being to sew a straight line down through the center. But this frequently can't be done, for the following reasons:

1. The machine will not sew without the aid of a guiding hand.
2. The operator must have a definite mark or line to work from.
3. The operator must overcome the natural "pull" of the machine, and to make proper allowance for this "pulling" tendency.

4. The operator must synchronize her hands to do what the eyes see.

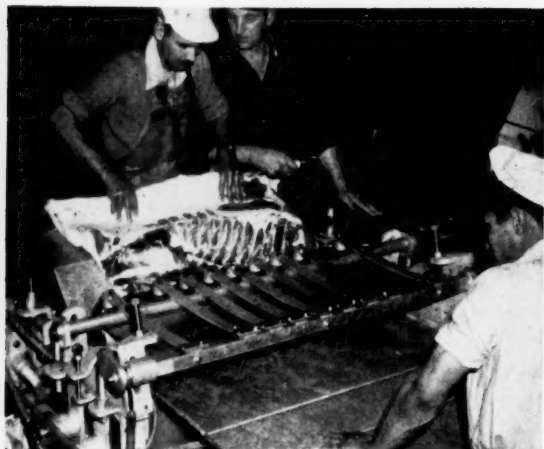
These four factors make it extremely difficult to sew a straight line with any consistency. The logical answer, then, is to provide mechanical control devices designed to specifically sew a straight line without the aid of the hands. In such cases, the material is held "neutrally" while the machine and control device stitch the perfectly straight line by themselves. This means of control eliminates the tendency of the machine to pull the work to one side and thus prevents a curved or angulated line where a straight line should be.

Another enormously important yet commonly neglected factor is that of training the operator to produce more accurate results. In short, to obtain maximum performance from the machine and herself. The significance of this can perhaps be cited best by illustration.

Let's take an operator sewing on plugs and using a single needle lock-stitch machine. This operation must be done twice because two rows of

*(Continued on Page 32)*





*The Wolverine automatic pig-skinning machine. Speed of fleshing cycle is seen here as one side is being discharged while another is fed.*

## PIGS—READY FOR THE SHOE MARKET

*Pigskin shoes — at last practical because of a new, automatic pigskinning machine making available a potential billion square feet of leather*

**P**ORK skins from the whole side of the hog carcass can now be mechanically reclaimed for tanner purposes. It permits the tanner to use the whole skin for processing.

The lack of proper fleshing machinery has been the limiting factor to date on the saving of pigskin sides. While various machines have been developed for fleshing virtually the entire hog, the skins they produce are generally limited to the gelatine market, being unsuitable for leather usage.

The new machine skins the whole side of a hog in one continuous operation. Engineered and developed by the Wolverine Shoe & Tanning Corp., Rockford, Mich., the machine represents a tanner's effort to solve a critical supply situation. Gordon C. Krause, general manager of Wolverine's tanning unit, states that his department alone could handle approximately 250,000 lbs. of whole pigskin sides a week. Currently his supply is 15,000 lbs. per week. To fill in the obvious raw material need, his firm developed the side flesher.

Two years were spent developing

Condensed in part from an article in *The National Provisioner*.

**L and S**

The Wolverine Shoe & Tanning Corp. has surmounted the obstacle of bringing pigskins to market for use in footwear. Its new automatic pig-skinning machine mechanizes what has always been a slow and impractical hand operation. This means a vast new supply of pigskins available for shoe purposes—uppers, trim, tip and foxing, insoles, plugs and panels, etc. In fact, Wolverine is already making pigskin workshoes, which are having an excellent consumer reception.

Pigskin is one of the most distinctive and attractive of leathers, has beauty, serviceability, coolness and comfort.

Annually, about 100,000,000 hogs are slaughtered—a pigskin potential of over 1½ BILLION square feet of leather. Yet, less than one percent of the skins become available for tanning. The new Wolverine machine, making pig-skinning practical for the first time, is obviously of tremendous significance to the shoe and leather industry.

The Editors

**L and S**

the machine. It has been in successful operation for the past year.

As the fleshing cycle starts, the fat is penetrated ¼ in. from the edge of the side by special hooks located on a 16-in. diameter drum. The drum revolves, pulling the meat into the machine against a steam-heated, spring-loaded fleshing knife.

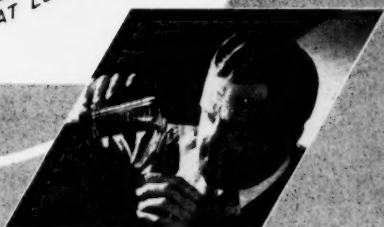
Although the thickness of the skin will vary, being thinner at the belly side, the fleshing knife rides on top of the skin with a combination cutting and scraping action. At the end of the fleshing cycle the belly is ejected from under the levers and a cam-activated kick-off bar removes the skin from the gripper hooks.

Maximum production with the machine is said to be 320 cycles per hour, although these rates have not been attained in actual production to date.

Each of the fleshed skins will have a fat wedge 1½x3¼x1½ in. thick. This is the section where the gripper hooks take hold and is trimmed before the skins are cured. This wedge accounts for the fat back technique of feeding the machine. While this

*(Continued on Page 14)*

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strip is generally trimmed in squaring the belly, feeding with the fat back side eliminates any danger of trimming off any of the more valuable belly portion.

The fleshed-trimmed skins are then cured by either of two methods. They can be immersed into a 100° Baumé brine solution for a period of 48 to 96 hours. Removed from cure, they are bundled into packs of 12 to 15 and tied. If kept in a 30° F. storage room, they can be held indefinitely until a sufficient amount is accumulated for shipment. If stored in a 50° F. room, they can be kept for 30 days with safety.

Or, the skins can be salted down with No. 2 salt and kept in the hide cellar until ready for shipment. The ideal accumulation is said to be 20,000 lbs. for truck shipments and 36,000 to 50,000 lbs. for rail car shipment. However, tanners will accept suitable l.c.l. lots.

The unit has been in use in the Storm Lake plant of Kingan & Co. In this plant the cutting rate is 260 hogs per hour. Roughly about 45 percent of the production, mainly butcher type hogs in the 230 to 275 lbs. live weight class, is fleshed.

One man is employed to operate the fleshing machine and one to trim the fleshed skins. The fleshed skins are dumped into a regular curing vat and transported in vat lots to the curing cellar where they are covered with the proper strength brine. After curing, the whole vat is dumped, the skins allowed to drain and then bundled for shipment. A carload of skins is accumulated in a 15-day killing cycle.

John Blankenship, plant manager, states that the saving of tanner skins is definitely economical. In comparison with other outlets, and after deducting the additional cost of curing, he asserts it is the most profitable way to dispose of the skins.

But no matter how they are handled, the skins entail processing costs. Removal for gelatine requires fleshing, freezing and packaging; for pork chips, the skins still have to be de-rinded from the smoked belly and bundled. Even as raw material for rendering, the least profitable means of disposal, the skins require handling through the rendering process from charging to sacking.

In terms of the current good market spread in favor of tanner skins (about 5c), it is estimated that the pay back period for the machine with a weekly dressing operation of

(Continued on Page 35)

**SINCE 1888**  
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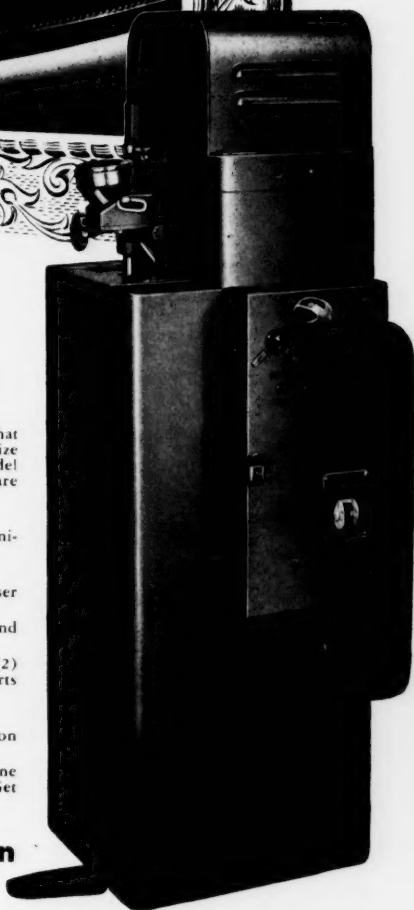
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**Meeting of heads of hide and skin and related trade associations scheduled "informally" in Washington Jan. 28 originally supposed to be Government sponsored.** Groups asked Commerce Secretary Charles Sawyer to call official meeting on Jan. 29, may have called informal meeting on own after possible refusal by Sawyer.

**Among trade groups represented at meeting** will be following: National Hide Association, National Independent Meat Packers Association, Western States Meat Packers Association, National Renderers Association—all actively committed to removal of domestic hide and skin allocations and export controls. All contend export controls largely responsible for depressed rawstock prices.

**They have a point.** Even Government officials admit removal of export controls would result in sharp step-up of hide and skin shipments overseas. Decrease in available domestic supplies plus pressure from foreign buyers would firm domestic prices, probably force them up. Even Shoe Manufacturers Association reported this week that heavy hides are selling at prices "too low to suit even the people who were buying them."

**Government as much as admitted supply-demand situation needs no further controls.** Witness Office of International Trade action this week in hiking hide and skin export quotas for first quarter 1952. New quota increases over-all permits on wet cattle and buffalo hides by 15,000 hides and calf and kipskins by 25,000 skins. First quarter 1952 quota on cattlehide parts set at 600,000 lbs. against quota equivalent to 15,000 whole cattle hides in fourth quarter 1951. As OIT says, supply-demand situation is "favorable."

**And still the hide market falls.** By mid-week, light native cows sold over 10c below recently lowered ceilings. Some hides pegged at lowest level in past five years. All are at lowest ebb since Korea. No signs of stability as yet. Majority of tanners feel 20c hide market will be about right—yet few committing themselves to that level, appear waiting to see just how low market will fall.

**Have Argentine hides made their way behind Iron Curtain?** This is question puzzling many U. S. observers. A while ago, Argentina was believed to have some 3-5 million hides under salt. Now private estimates place this at slightly over 1½ million. Question is: where have 1½-3½ million hides gone? Nobody seems to know for sure and IAPI isn't talking.

**Argentina will deny sale to Soviet satellites.** However, hides may have gone to other countries for resale to Iron Curtain countries. This is only a guess but point is hides have gone somewhere and certainly not to U. S. in recent weeks. True enough, Argentine slaughter of cattle sharply curtailed in 1951 due to drought, but still 3-5 million hides known to be on hand.

**IAPI has received offers for large quantities of hides** at immediate payment in free dollars at discounts of more than 25% over price lists. Offers not excepted. Private trade circles feel discounts from 15-22% will be acceptable. Meantime, Argentine Central Bank has issued new regulations banning all export for which no irrevocable letter of credit is opened unless paid prior to shipment. This will make trading more difficult than ever.

**Look for hide futures to reopen shortly.** Meeting this week at New York Commodity Exchange set basis for new contract. Exchange representatives also had appointment on Jan. 24 with Dickson Stauffer in Washington. Stauffer is chief of OPS Hide and Leather Branch, will undoubtedly help Exchange iron out pricing and legal details of new contract. Futures can operate as long as hide market remains at current low level.

**What cooks with Government secrecy policy.** Department of Defense refuses to release estimate of footwear needed by armed services even for first half 1952 yet it has just published estimate of canned fruits and vegetables it will need for entire year. Figures prepared by Army Quartermaster Corps set total at 202,025,000 lbs. canned fruits, 306,261,000 lbs. canned vegetables. On top of this, both President and Congress have set armed forces at about 3.5 million while telling shoe industry any accurate release on footwear needs will let enemy know how big our forces will be.



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# "DISCARD ALLOCATIONS"—HIDE MEN

## REMOVAL OF EXPORT CONTROLS SOUGHT

### Industry Leaders To Meet January 28

The hide and skin industry's campaign to force the removal of Government allocations controls over domestic hides and skins as well as easing of general defense control powers is expected to reach a climax on Jan. 28 when the heads of various hide, tallow, livestock, cattle and related trade associations meet in Washington.

The meeting, although an informal one, will bring together the most influential voices in the industry, all apparently agreed that hide and skin supply control must go.

At the same time, the group is expected to call for the removal of the Government controls on exports of hides and skins to foreign countries.

Both allocation and export controls have been the principal topic of discussion among hide and skin men since the rawstock market began to show definite price weaknesses several weeks ago. Industry executives have expressed concern over falling prices and sales.

Removal of export controls on hides and skins would undoubtedly result in a sharp increase in exports of these commodities, thereby firming domestic market prices, most hide men believe. With the domestic hide supply situation once again reduced to the level of current demand, packers and hide dealers and brokers feel the downward price trend would be effectively checked.

Although no official word has been released concerning topics to be discussed at the informal meeting, a call for removal of domestic hide and skin allocations "as soon as feasible" is forecast. Findings at the meeting will then be passed along to key Government officials.

The prospect for removal of allocations is apparently no vain hope. The National Production Authority which administers these controls already has a study under way to see if it can be done safely.

In an interview this week, Julius G. Schnitzer, head of NPA's Leather Division, admitted that the U. S. "has the lowest prices for hides anywhere in the world. If export controls were

removed, a sharp demand would be felt. Hides would move out of the country at a good rate, and thus be lost to the country. This would firm up the domestic market. The question remains whether it would be safe to do so."

The Office of International Trade of the Commerce Department handles export controls but works closely with other defense officials.

Schnitzer also said that NPA was waiting for results of a survey on domestic hide allocations launched Jan. 10 by the Leather Industry Advisory Committee. He added that NPA expected to issue Feb. hide allocations "if any" during the week of Jan. 28 when hide wettings and leather production figures were all in.

"Then we are going to the military for its program and we will match the prospective supply of hides and skins against prospective military and civilian demand and see what the figures show."

Washington sources feel that the months of Feb. or March will be the last calling for domestic allocations of hides and skin, provided prevailing market conditions remain unchanged.

## Heads Eastern Sales



John "Bud" Walsh, recently appointed Eastern district sales manager of Belding Corticelli's Industrial Thread Division. Walsh has been with the firm since 1933 and was most recently New Jersey sales representative. Thomas F. McDermott succeeds him in the latter position.

## A NEW LABOR PACT AT FULTON COUNTY

### 750 Workers Given Cost Of Living Boost

Close to 750 leather workers employed in 17 member tanneries of the Tanners' Association of Fulton County, N. Y., will receive a three cents hourly cost-of-living wage increase and other benefits in a new two-year contract signed by the Association and Local 1712, United Tannery Workers Union, CIO.

The new agreement, reached after weeks of negotiation, also provides for increased hospital insurance benefits, continuation of the cost-of-living escalator clause for hourly wages, and an agreement on the length of time piece workers must remain on their jobs. The wage boost is effective Jan. 1, 1952, and sets minimum wage paid in the industry at \$1.33 per hour.

Provisions of the contract increase hospital payments for union members from \$7 to \$10 per day and raise other medical and surgical cost allowances.

Employees have received total hourly wage boosts of 16 cents per hour since May 12, 1950, the date on which the union first reached an agreement with the Tanners' Association. Other benefits have also increased.

## New York Foremen Install Officers

Several hundred New York shoe and allied trades executives, their wives and friends were present Jan. 19 at the Hotel Granada, Brooklyn, when incoming officers of the New York Shoe Superintendents' and Foremen's Association were installed at a special dinner and entertainment.

Heading the 1952 slate of officers which formally took office at the affair was Moe Rosner, newly-elected president of the group. Rosner is New York representative for Garden State Tanning Co., Lincoln Leather Co. and Schwab Latex Co.

Others taking office were Charles Dinolfo, 1st vice president; Jules Schneider, 2nd vice president; and Al Sorace, 3rd vice president. Joseph Goldsmith continues as treasurer. Dave Levison as financial secretary. Joe Welsh as recording secretary, and Matty Schwerens as sergeant-at-arms.



## CATTLEHIDE EXPORT QUOTAS BOOSTED

### Government Cites Favorable Supply Situation

Export quotas for cattlehides and skins during the current quarter have been boosted by the Government.

The Commerce Department's Office of International Trade announced this week that it was increasing the quota for wet cattlehides and buffalo hides to 60,000 as compared with 45,000 pieces in the last quarter 1951. At the same time, the quota for dry and wet calf and kipskins was hiked to 100,000 skins from 75,000 in the fourth quarter of last year.

Increased quotas were the result of the "favorable supply-demand situation" in this country, the OIT said.

Dry cattlehides continue on an "open-end basis" calling for no specific figure although exports are controlled to prevent any shortage in this country. Imported hides and skins held in bonded warehouses at ports of entry continue exempt from export quotas.

### Reid Elected President Of Commodity Exchange

William Reid, a partner of Bache & Co., members of the New York Stock Exchange and other exchanges over the country, was elected president of the Commodity Exchange, Inc., at its organization meeting this week.

Joseph Fischer of Joseph Fischer & Co. was elected treasurer. Vice presidents named were Theodore A. Lauer of E. F. Hutton & Co.; George Elbogen of Geo. Elbogen & Co., Inc.; David D. Haldane of Littlejohn & Co., Inc.; and Hans A. Vogelstein of American Metal Co., Ltd.

At the annual election, William J. Deevy of Schmoll Fils-Deevy Corp. and Irving R. Glass, executive vice president of the Tanners' Council, were re-elected to the board of governors to represent the Hide Group.

### Chrome Tanning Course To Open

Pratt Institute's School of Leather and Tanning Technology, Brooklyn, reports its short term chrome tanning course will open Monday, Jan. 28. The course is especially designed for industry personnel who wish to acquire valuable background knowledge through an intensive four-week training-study program.

Registration from applicants will be acceptable to opening day.

The course covers practical phases of tannery work and includes visits to plants and laboratories and lectures by industry technicians. Students will visit the Martin Dennis Division of Diamond Alkali Co. and will hear a lecture on "Chrome Complexes" by Dr. Edwin R. Theis and associates at Lehigh University.

Guest lecturers will address students on the following subjects: Dr. R. G. Henrich, Surpass Leather Co., — "Two Bath Chrome Tanning"; Alex Ulin, Allied Kid Company, Inc., — "Kid Suede"; Wendell Morris, The Prime Tanning Company, — "Side Leather Production"; Frank W. Suarez, Radel Leather Co., — "Calf Leather"; George H. Meyer, Liberty Dressing Company, — "Degreasing and Tanning of Glove Leather"; and Ralph E. Nelson, American Cyanamid Company on "Syntans."

## NEW ISRAEL PLANT TO MAKE SYNTHETICS

Investment of \$400,000 in Israel, American and British capital for the establishment of a rubber and plastics plant in Israel has been proposed by T. Bar-Ilan of Tel Aviv, plastics expert now visiting the U. S., according to an article in the current issue of *Economic Horizons*, monthly publication of the Jewish Agency's Economic Department.

The projected factory, tentatively located at Rehovoth, will produce resin soling materials, rubber and resin heels, "leather" cloth, upholstery and book-binding materials and water proof fabrics. Capital requirements include \$235,000 for machinery and equipment, \$85,000 for raw materials, \$65,000 for building construction, and \$15,000 for cash reserves.

## NOVEMBER OUTPUT SHOWS DECLINE IN ALL TYPES

Production of all types of footwear during Nov. 1951 amounted to 34,884,000 pairs, a decline of 10 percent from the 38,783,000 pairs produced in the previous month and 13 percent below the 39,991,000 pairs turned out in Nov. 1950, the Census Bureau reports.

The decline from Nov. 1951 was general in all types of shoes. Women's shoe output totaled 13,711,000 pairs or 13 percent less than the 15,758,000 pairs made a year ago. This decline covered women's shoes, sandals and playshoes.

Similarly men's shoe production amounted to 7,739,000 during the month or 11 percent below the 8,692,000 pairs made in Nov. 1950.

Both men's and women's shoe production was below figures for Oct. 1951. Men's output was off 12 percent and women's down 13 percent.

Reductions reported in other shoe categories as compared to Nov. 1950 were as follows: Youths' and boys' shoes, off 17 percent; misses', off 10 percent; children's, off nine percent; infants', down 16 percent; and babies', down 11 percent.

Production of housewearer slippers during Nov. 1951 totaled 4,930,000 pairs, 14 percent less than the 5,736,000 pairs reported a year ago. Slipper output was nine percent below Oct. 1951.

Shipments of shoes and slippers during the month amounted to 35 million pairs valued at \$123 million, an average value per pair shipped of \$3.63. This compares to an average value per pair shipped of \$3.78 in Oct. 1951 and \$3.58 in Nov. a year ago. Following are comparative production figures:

### SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs)			Percent change November 1951 compared with	
	November 1951	October 1951	November 1950 (revised)	October 1951	November 1950
Shoes and Slippers, total	34,884	38,783	39,991	-10	-13
Shoes, sandals, and playshoes	29,462	32,822	33,589	-10	-12
Men's	7,739	8,755	8,692	-12	-11
Youths' and boys'	1,097	1,319	1,327	-17	-17
Women's	13,711	15,713	15,758	-13	-13
Misses'	2,228	2,321	2,483	-4	-10
Children's	2,062	2,000	2,265	+ 3	- 9
Infants'	1,681	1,653	1,999	+ 2	-16
Babies'	944	1,061	1,065	-11	-11
Athletic	180	205	319	-12	-44
Slippers for housewearer	4,930	5,395	5,736	- 9	-14
Other footwear	312	361	347	-14	-10

## WISCONSIN TANNERS HOLD CHROME TANNING SYMPOSIA

Technical talks on chrome tanning were the order of the day at the much-anticipated meeting held Jan. 19 by the Tanners' Production Club of Wisconsin at the Hotel Plankinton, Milwaukee, where more than 250 members and guests turned out for the event.

Heralded as the first public report on the subject, the Club's "Symposia on Chrome Tanning" was the direct result of 14 months of intensive research on the chrome tanning technique.

Alex Abig, president of the Club, launched the meeting by describing the chrome tanning research program begun in 1927 at the Lehigh University Division of Leather Technology. This year marks the 25th anniversary of the program, he pointed out. During the past several years, it has been closely integrated with tannery practice through use of pilot plant facilities of several large side and calf leather tanneries.

Abig added that the papers given during the symposium were made possible through the financial support of American Cyanamid Co., Mutual Chemical Co. and Diamond Alkali Co. and the cooperation of Albert Trostel & Sons Co., Prime Tanning Co., Fred Rueping Leather Co., Pfister & Vogel Tanning Co., Ohio Leather Co., A. F. Gallun & Sons Corp. and S. B. Foot Tanning Co.

### Rueping Executive Speaks

Speaking on "Sorting Evolution of Small Tests," C. David Wilson of Fred Rueping Leather Co. discussed methods of weighing and evaluating the various characteristics of skins from data taken from actual tests made during the past few months. The weight evaluation of sorting can be extended into production runs and used for quality control of production leathers.

"The use of Naphthalenic Syntans in Conjunction with Chrome Tanning" was the subject of a talk by Warren R. Lotz, of the Albert Trostel & Sons technical laboratories. His paper reported results of a detailed investigation on specific uses of naphthalenic syntans either previous to or in conjunction with the chrome tanning operation or the use of neutral naphthalenic syntans as a neutralizing or setting agent during the chrome tanning operation.

Thomas C. Thorstensen, until recently on the staff of Lehigh University, but now with J. S. Young & Company, Baltimore, Md., talked on "The Over-all Basicity of Chrome Liquors." The tanner and the chemist, he declared, both realize the importance of the term basicity when related to chrome liquors. He gave data comparing the Lehigh Method of determining true basicity versus the official method of the American Leather Chemists' Association. These two methods, Thorstensen said, are based on different principles. He presented data so as to give the production personnel the real meaning of chrome liquor basicity, and showed the effect of stabilizing or making substances on the basicity.

### New Lehigh Method

"The Over-all Basicity of Chrome Tanned Leathers" was discussed by Robert L. Stubbings of Lehigh University. Stubbings said that the basicity of chrome tanned leather has been based on "sulfato" basicity, in itself a subject of much criticism and debate. The Lehigh method is a modification of the method used for the determination of the overall basicity of a chrome liquor.

Stubbings declared that by further modifications of the Lehigh method it is possible to easily and simply remove the protein and easily hydrolyzed acid groups from chrome tanned leather and then determine the basicity of the chrome salt fixed.

Dr. Edward R. Theis, director of the Lehigh University Leather Department acted as moderator and editor of the symposia.

Speaker at the banquet was Carl Taylor, prominent banker and industrialist, who spoke on "America Tomorrow."

### Jones To Direct American Bilrite Advertising

Richard M. Jones has resigned as advertising director of Avon Shoe Co. to assume the position of director of advertising and sales promotion of American Bilrite Rubber Co., Chelsea, Mass. He will assume his duties at American Bilrite on Feb. 1. Jones will be in charge of advertising of the company's complete line of heels and soles.

## DOHERTY TO HEAD WOOD HEEL GROUP

Harold E. Doherty of Eagle Wood Heel Co., Inc., Haverhill, Mass., has been elected president of the Wood Heel Manufacturers' Association, Inc. He succeeds Earl Ashworth, of Universal Wood Heel Co., who has been named treasurer.

Other new officers elected at the group's annual meeting held recently are Edward F. Ornstein, William Ornstein Heel Co., Inc., Bradford, Mass., vice president; and Richmond Goldbaum, Russell Heel Co., Lawrence, Mass., secretary.

The Executive Committee includes the above officers and Pat T. Gabriel, Gabriel-Century Wood Heel Corp., Brooklyn, N. Y.; David Giesser, Dix Heel Company, Rochester, N. H.; Robert H. Goldbaum, Russell Heel Co., Plaistow, N. H.; Eric V. Nelson, Vulcan Corporation, Johnson City, N. Y.; and Burton L. Wilner, Wilner Wood Products Co., Norway, Maine.

Lucius F. Foster of The Guild Associates, Boston, will continue to manage the Association.

### Promotes Foreign Trade



Joseph Kaplan, president of Colonial Tanning Co., Boston, who has been appointed by Mayor John Hynes of Boston to a new 20-man committee for the promotion of an international trade mart in Boston. The committee plans to fly to New Orleans on Feb. 6 at the invitation of Mayor Morrison of that city where it will visit the New Orleans International House, famed foreign trade exchange. Bradley Dewey, president of Dewey & Almy Chemical Co., Cambridge, Mass., is also a committee member.

## MONEY ALONE NOT ENOUGH, TANNERS TOLD

### L&S Editor Offers Leather Promotion Program

"Money alone—even a million dollars— isn't going to do the job of impressing leather upon the public mind of America," William A. Rossi, editor of *LEATHER AND SHOES*, told the New England Tanners Production Club at their meeting, January 19.

"An effective national leather program must be far more than a national advertising campaign. It must consist of fresh ideas, imagination, daring, vision, tremendous energy, and strategic leadership. It must sweep in from many different channels at once, creating a total powerful impact which is impossible to resist. Unless this is done effectively," said the editor, "the tanning industry's promotional effort is destined for disappointment."

Rossi outlined a dozen different examples of effective ways to promote leather on a national scale at little cost, employing the means of fresh ideas, imagination, daring, etc., he had cited earlier. These and other

such means, linked with the national advertising campaign, would create the effect of total impact that would bring the desired results.

Rossi strongly admonished the tanners for their complacency in holding to such unfounded beliefs as "Nothing takes the place of leather," and "there will always be a use for hides." He cited convincing facts and figures concerning such comparative industries as silk, natural rubber, wool, coal—showing how these old and established commodities also once believed they could not be replaced, but are now, like leather, limping victims of the invasion of synthetics.

Another admonishment was that the tanners should cease spending their time condemning competitive synthetics and concentrate on selling their own products. Rossi pointed out that such criticism was wasted and unjustifiable, because most of the synthetic materials or products of today were delivering a satisfactory performance, with consumer acceptance, and at lower price. If this were not so, he pointed out, the synthetics could not have made the great strides they have in recent years.

He made a strong point of the

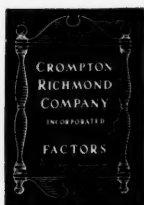
necessity for tanners to maintain lower prices in line with competitive materials, and to strive to hold greater stability to their prices. Failure to do this, he said, leaves a great wedge of opportunity for competition.

Rossi's talk was filled with figures, facts and illustrations "so that what I say is not a mere expression of opinion but the grim statistical reality of what the tanners are up against in terms of consumption trends."

He urged the vital need of the tanners adopting a "whole new psychological approach, a fresh attitude and vigor, concentrated on the basic theme of modern, streamlined selling. For the tanners to dally any longer, or to approach their common problem and challenge with anything short of a massive all-out effort, may well result in permanent disability or even fatality."

• **Louis O. Breithaupt**, president of Breithaupt Leather Co., Ltd., Kitchener, Ont., will succeed Hon. Ray Lawson as Lieutenant Governor of Ontario, according to authoritative sources in Ottawa. He has been in public service since 1920 and was elected to the House of Commons in 1940.

## THE TURNOVER FACTOR



In a well-managed business, the turnover of goods is synonymous with turnover of capital. The more round trips, the sweeter the net.

Crompton Factoring is basically sound because it actively encourages this profit principle. You get cash for accounts receivable... no waiting. The more you sell and ship, the more working capital you can count on to keep pace with operating requirements.

This revolving fund of extra capital replenishes and liquidates itself... turnover limits your obligation. These fast-moving dollars can do plenty of work and help tighten up the operation. All assets become more productive.

That's how the typical Crompton-factored business does a lot more business without investing another dollar in equity capital.

*The Human Factor*

**CROMPTON-RICHMOND CO., INC.**

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## MILITARY BIDS AND AWARDS

### Women's Service Boots

**February 4, 1952**—QM-30-280-52-970, covering 2,688 pairs women's service shoes, Spec. MIL-B-11662 dated Dec. 27, 1951, 100% overseas pack. Opening in New York at 4:00 p.m. with delivery during April 1952 to Philadelphia Quartermaster Depot.

### Combat Boots

**February 13, 1952** — QM-30-280-52-977, covering 681,000 pairs russet combat service boots, mildew resistant. Opening in New York at 2:00 p.m. with delivery at rate of 100,000 pairs during May through Oct. 1952 and 80,952 pairs during Nov. 1952 as follows: 200,000 pairs to Utah General Depot, 200,000 pairs to San Antonio General Depot, and 281,000 pairs to Richmond Quartermaster Depot. DO rating. For the Army.

### Trigger Finger Shells

**February 14, 1952** — QM-11-009-52-915, covering 724,000 pairs of mitten, shells, trigger finger, M-1951, Spec. MIL-M-310A dated Aug. 24, 1950 and pattern dated Feb. 21, 1951. Item 1, large size 581,000 pairs and Item 2, medium size 142,000 pairs. Opening at Chicago Quartermaster Depot at 10:00 a.m. with delivery at 144,000 pairs during May through July, and 146,000 pairs Aug. and Sept.

### Razor Straps

**February 13, 1952** — QM-11-009-52-927B, covering 10,400 razor straps, vegetable tanned butt shell horsehide, Spec. KK-S-756A. Opening at Chicago Quartermaster Depot.

### Athletic Shoes

**February 19, 1952** — QM-30-280-52-NEG-120, covering 1,746 pairs baseball and football athletic shoes. Opening at 3:00 p.m. in New York with delivery of 870 pairs baseball shoes and 876 pairs football shoes by March 31, 1952, for the Army.

### Fireman's Boots

**February 20, 1952** — QM-30-280-52-996, covering 250 pairs firemen's rubber boots, 120 pairs size 11 and 130 pairs size 13. Delivery by June 1, 1952, to various destinations. Opening at 3:00 p.m. in New York, for the Engineer Corps.

### Howes Low Bidder On Sole Strips

Howes Leather Co., Inc., Boston, Mass., was low bidder at the opening of Army Invitation QM-30-280-52-324 calling for 146,000 lbs. leather sole strip. (a) 46,000 lbs. to go to Ogden, Utah, and b) 100,000 lbs. for Schenectady, N. Y.). Howes offered to supply total quantities, a) and b) at \$7,008 and \$6,815; 20 days acceptance, 1% in 30 days. There were twelve other bidders:

Eberle Tanning Co., Westfield, Pa.; a) 11,500 lbs. at \$9.3; b) 25,000 lbs. at \$9.1; 60 days acceptance, net.

Textan of Yokum, Yokum, Texas; a) 10,000 lbs. at \$9.1; 10 days acceptance, net.

K. Henfling & Son, Chicago, Ill.; a) 10,000 lbs. at \$8.2; 30 days acceptance, 1% in 30 days.

S. H. Frank & Co., San Francisco, Cal.; a) all at \$9.5; b) all at \$9.75; 30 days acceptance, 1% in 30 days.

Leas & McVitty, Inc., Philadelphia, Pa.; a) 30,000 lbs. \$3,990; b) 30,000 lbs. \$3,470, and 30,000 lbs. \$3,690; 20 days acceptance, 1% in 30 days.

James Leather Company, Inc., Boston, Mass.; a) 10,000 lbs. \$9.2; b) 10,000 lbs. \$8.9; ten days acceptance, 1% in 30 days.

George Laub's Sons, Buffalo, N.Y.; b) 10,000 lbs. \$7.4; 15 days acceptance, net.

Virginia Oak Tanning Sales Corp., N. Y. C.; b) 30,000 lbs. \$7.25; 30 days acceptance, 1% in 30 days.

Armour Leather Co., N. Y. C.; b) 30,000 lbs. \$3.4; 30,000 lbs. \$3.6; 40,000 lbs. \$3.8; or all \$3.55; 60 days acceptance, net.

Morris Feldstein & Son, Inc., N. Y. C.; a) 6,000 lbs. \$7.175; 5,000 lbs. \$7.275; 5,000 lbs. \$7.375; 5,000 lbs. \$7.475; 10,000 lbs. \$7.575; 15,000 lbs. \$7.775; b) 5,000 lbs. \$6.575; 5,000 lbs. \$6.675; 10,000 lbs. \$6.775; 15,000 lbs. \$7.075; 15,000 lbs. \$7.175; 15,000 lbs. \$7.275; 15,000 lbs. \$7.375; 20,000 lbs. \$7.475; 30 days acceptance, net.

Fred H. Lowenstein, Inc., N. Y. C.; b) 5,000 lbs. each at \$7.2, \$7.3 and \$7.4; 30 days acceptance, net.

Alvin Leather Co., N. Y. C.; a) 11,500 lbs. each at \$7.69 and \$7.79; b) 10,000 lbs. each at \$7.24, \$7.29, \$7.34, \$7.39, and \$7.49; 30 days acceptance, 1% in 20 days.

### New York Slipper Men Seek New Contract

Officials of the National Association of Slipper and Playshoe Manufacturers in New York and Joint Council No. 13, United Shoe Workers of America, CIO, have begun negotiations on a new labor contract. Present agreement expires on Feb. 15.

The union is reported seeking a 10 cent hourly pay boost, of which part will be used for welfare benefits, and a \$1.00 learner wage minimum. Manufacturers have proposed revised holiday procedures, a different July vacation period, and a joint labor-management job evaluation program.

Harry Sacher, recently disbarred in New York State for his conduct during trial of 11 top Communists, represented the union while Benjamin Seligman of Seligman & Seligman represented manufacturers.

# HYDRODITE

## Leather Finishes

Quality leather finish is one of the prime ingredients that contributes to the art of making fine leather.

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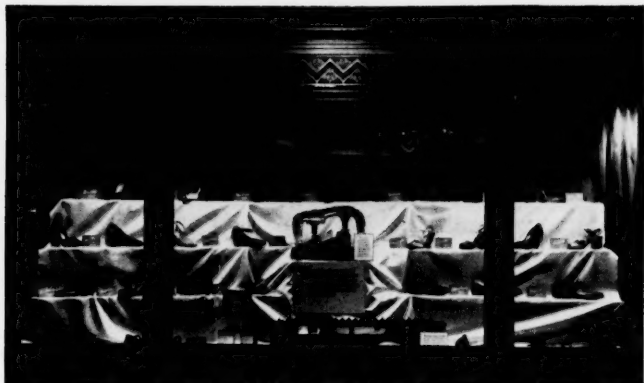
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## THE NAME BEHIND THE NAME



Commuters and travelers passing through Boston's South Station have shown much interest recently in Compo Shoe Machinery Corp.'s new window display, which occupies a large window in the main concourse. One of a series sponsored by the New England Council and featuring products made in New England, it dramatically illustrates the Compo slogan "The Name Behind the Name Is Compo." A Compo jack, with lasted shoe in place, a scale model of the Compo conveyor, and jars of Compo adhesives are centered in the display. Around them are twenty-eight well-known, nationally advertised brands of shoes made in New England. A card beside each shoe gives the brand name, manufacturer's name, and the town where the shoe is made.

## Brandeis Dedicates Edison Laboratory

Dedication exercises for the new Mark A. and Ida Edison Biological Laboratory, named for the late shoe industry executive and his wife, were held recently on the campus of Brandeis University at Waltham, Mass. Edison was president of Edison Bros. Shoe Stores, Inc., St. Louis shoe chain.

The laboratory was presented to the University by Mark Edison, president of International Fabric Co., Boston; Samuel Breitman, president of Lester Shoe Co., Chelsea, Mass.; John H. Goldberg, president of Goldcrest Shoe Co., Lynn; and George E. Shapiro, Louis Shapiro, Arthur Shapiro, and Saul Shapiro, all of Shapiro Bros. Shoe Co., Inc., of Lewiston and Auburn, Me.

The new Edison Biological Laboratory is now being used and will contain modern facilities for advanced study in biology and for faculty and student research.

• **Michael Gordon** has joined the staff of Carolyn Shoe Co., Macungie, as fitting-room foreman. He was formerly with Skippy Footwear Corp. at Hazleton.

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## UNCERTAIN RAWSTOCK MARKET KEEPS LEATHER SALES INACTIVE

### *Some Sales Made But Buying On Hand-To-Mouth Basis Rules Market*

Tanners unwilling to make drastic cuts until hide market stabilizes. Buyers show tendency to hold off orders until bottom is reached.

#### **New York Leather Markets**

**Upper Leather:** Shoe manufacturers taking on only what is absolutely necessary and waiting on buying any sizable footage with the thought in mind that later they can buy leather cheaper.

All sorts of stories heard about prices being quoted on leather. Some important shoe manufacturers say they can buy a good footage of large spread elk,  $4\frac{1}{2}$  to 5 ounce, at 40c and down but tanners say their cheapest price is 44c and down and some are moving leather at this price. Others want 46c and down. Reports still indicate a definite need for more shoe business and there lies the answer to slowness in leather.

**Calfskins:** Business slow here too but some tanners say they find it a little better in the cheaper runs of both smooth and suede women's weights. Prices on suede leather start at 95c and down and on smooth 90c and down but the volume business is down around 60-70c. High grade manufacturers are buying the better grades but, so far, it is mostly of the fill-in variety with little in the way of orders involving much footage. As in regular side leather, weak rawstock markets make buyers cautious.

**Sole Leather:** Difficult to evaluate prices today. Heavy bends of 10 iron and up can be bought at 50c

according to reports with 9/10 iron bends around 55c. However, some tanners still stick to 60c for 10 iron and up, at least on their lists. Light bends still in light supply and they range from 70c to 75c with a fair demand reported. Cow bellies have sold lately at 25c and some say 23c while others have not sold below 23c. Steers range from 23c to 32c, according to tanner. On double rough shoulders some tanners talk 60c to 64c on wetting runs while others report business in the upper 50's. On men's waist belt, some quote 72c but there are others who will sell in the upper 60's at 63c or 66c.

It was noted that the Army's 146,000 lbs. of 13" sole strips went from 65c to 63c a lb. for delivery to Schenectady. Tanners say they can get in the upper 70's for these strips from the civilian trade. Many of the bids on the above mentioned Gov't. procurement were in the 80's and 90 cent range.

#### **Sole Confused**

Boston sole leather tanners hard put this week. Drastic decline of heavy hide prices has caused buyers to exert more and more price pressure. Even when tanners show willingness to lower lists, buyers still extremely cautious. Most prefer to wait until "market hits bottom." Tanners about ready to establish price floor below which they refuse to go.

Prices confused. Tanners lists vary. Generally, sales made at 2-3c below previous lists. Although some tanners hold No. 1 and 2 9/10 irons at

60c on lists, sales reported down to 53c. Medium bends at middle 60's. Light bends bring 75-78c.

Sole leather tanners of Philadelphia find business pretty much the same as it has been since the beginning of the year. Contrary to expectations, little buying going on in factory or finding bends. The situation is surprising since there was a definite activity developing just before the end of the year, and most people expected good business by the middle of Jan. No one can explain reason for the slump.

#### **Sole Offal Spotty**

Sole leather offal slow and confused in Boston. Tanners say they are selling some leather, generally at 1-2c below previous lists. Bellies find some sales at 24-27c generally, for both cows and steers. Light single shoulders with heads on at 43-52c, heavies in low 40's. Double roughs slow in low 60's. Heads around 13c, fore shanks at 20c and below, hind shanks at 22-23c. Many tanners staying out of sole market, selling hides in the raw for glue stock, glove leather, etc.

#### **Calf Fair**

Calf leather tanners in Boston continue to sell some leather but general unsettled market condition prevails here. Buyers remain cautious until they know where rawstock, consequently finished leather market goes. Best interests in both men's and women's weight smooth calf at 60c and down. Nothing much doing above this. Suede can be had at 95c but interest is below 30c.

#### **Sheep Constant**

Boston sheep leather market reflects some of other market uncertainty but situation remains generally unchanged. Tanners have little price leeway due to pickled skin situation.

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San Francisco—237 Eighth St.

**TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA**

Thus sales hold to previous levels despite more price pressure. Boot linings bring 29c and down, shoe linings 25c. Colored vegetable linings tops at 26c, interest below this. Chrome fair at 29c and down. Garment sheep mixed with suede fair at 29-30c, grains lagging at 22-25c.

#### Sides Confused

Boston side leather market feels full brunt of confused hide situation. Tanners unwilling to sell leather at much below previous sales prices. In general, sides sell from 2-5c below former levels. Even then, buyers unwilling to buy much, prefer to wait for bottom. Large spread elk priced all over the lot, can be had at 44c down to 40 and below. Corrected regular finish extremes in low 50's, kips around mid 50's. Work elk at 50c and below.

#### Splits Spotty

General market conditions rule Boston splits tanners. Sales are at low cbb with buyers interested only from price angle and not even willing to go along with recent cuts. Heavy suede splits get best business and demand keeps them near former 47c level. Light suede splits at 40c and below. Linings uncertain at 15-20c; work shoe fair in mid to high 20's.

#### Welting Slow

New orders still small according to leading welting manufacturers. Regular Goodyear leather welting of  $1\frac{1}{2} \times \frac{1}{8}$  brings about 9c. Most sellers hold firm at this figure with shoe manufacturers trying to hammer price down another notch. Needless to say, hide prices will have a great deal to do with welting price trends. Specialty welting continues the bright spot. Shoes now selling carry more than in any previous spring run. Outlook for fall said to be excellent.

Plastic welting continues popular but narrowing price difference between it and regular leather welting is turning more attention to leather. Promotion of pre-stitched plastic welting has resulted in greatly increased market. Newly offered stitch-down pre-stitched bead welt widely sampled.

#### Glove Leathers Spotty

Glove leather business following same course as last week. Very little demand for light weight leather of any type. Men's weights selling more freely with low priced types in the greatest demand.

Some fair sized orders placed for men's grey suedes at 36c. The seconds bring 28 to 30c. Iranians in good demand at 25 to 26c for the tops. Pigtex grade about 21c. Do-

mestic grains offered as low as 26c for a good cuttable grade.

Little forward buying of raw stock going on in this market. Tanners and glove manufacturers playing a very cautious game. In the face of the demand for leather, raw skin prices look too high. Manufacturers prefer to

lose a few sales of leather or gloves rather than be caught with a top heavy inventory.

#### Kid Unchanged

Kid leather tanners of Philadelphia say the picture is just about the same as last week. Colored glazed

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# IRVTAN

## LEATHERS

# Sides \* Splits





continue to move in quantity in a variety of the bright shades. Even the more conservative browns and dark blues are also finding some market. However, that is the only kind of kid leather that shows any real activity.

#### Average List Prices

Suede 45c-95c  
Glazed 35c-\$1.05  
Linings 30c-60c  
Slipper 35c-70c  
Satin mats 69c-\$1.20  
Crushed 35c-80c

#### Belting Slow

Local tanners find price situation bad. They are trying to hold to their list prices and occasionally can make a sale at list price. However, there is a good deal of price cutting going on—which amounts to throat-cutting.

#### AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selc.	No. 2	No. 3
Butt Bends	1.35-1.50	1.30-1.45	1.25-1.30
Centers 12"	1.66-1.80	1.55-1.74	1.41-1.48
Centers 24"-28"	1.60-1.75	1.54-1.70	1.40-1.47
Centers 30"	1.50-1.70	1.39-1.65	1.29-1.46
Wide sides	1.26-1.45	1.21-1.40	1.14-1.21
Narrow sides	1.19-1.30	1.15-1.25	1.05-1.16
Premiums to be added:	extra light plus 14c;		
	light plus 10c; extra heavy plus 5c-10c.		

#### Tanning Materials Lag

Raw tanning materials market at slow pace as demand continues only moderate. Quotations about same as last week. Divi Divi somewhat easier. Tanning Extracts firm.

#### Raw Tanning Materials

Divi Divi, Col., 42% basis shipment, bag \$	80.00
Divi Divi, Dom., 48% basis ship't, bag \$	85.00
Wattle bark, ton	
..... "Fair Average"	\$106.00
..... "Merchantable"	\$102.50
Sumac, 28% leaf	\$140.00
Ground	\$135.00
Myrobalans J. P's	\$50.00-\$55.00
Crushed \$76.00 J. 2's	\$45.00
R. 1's	\$50.00-\$55.00
Valonia Chips, 20-32% guaranteed	\$70.00-\$72.00
Valonia Boards, 42% guaranteed	\$96.00
Mangrove Bark, 30% So. Am.	\$53.00
Mangrove Bark, 38% East African	\$80.00

#### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.i.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 80% tannin), f.o.b. plant	
Bags, c.i.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08
Gambier Extract, 25% tannin, bbls.	.09 1/4
Hemlock extract, 25% tannin, tk. cars f.o.b. works	.0625
Bbls, c.i.	.06 1/4
Oak bark extract, 25% tannin, lb bbls 6 1/2-6%, tks.	.06 1/4
Quebracho extract	
Solid, ord., basis 63% tannin, c.i.	
Solid duty	11.31/64

Solid clar., basis 64% tannin, c.i.	.12	3/16
Liquid basis 25% tannin, bbls.		
Ground extract		
Wattle extract, solid (plus duty)	.11 1/4	
Wattle extract, solid (plus duty)		
East African	.11 1/4	
Powdered super spruce, bags, c.i.		
.05 1/4; l.c.l.	.06 1/4	
Spruce extract, tks., f.o.b. wks.	.01 1/4	
Powdered valonia extract, 63% tannin 9 1/4-9 3/4		
Myrobalan extract, solid, 55% tannin	.10 1/4	
Myrobalan extract, powdered, 60% tannin	.10 1/4	
Valonia extract, powdered, 63% tannin 9 1/4-9 3/4		

#### Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.l.	.36 1/4
Sulphonated castor oil, 75%	.34 1/4
Cod Oil, Nfd., loose basis	1.30
Cod, sulphonated, pure 25% moisture	.16
Cod, sulphonated, 25% added mineral	.14
Cod, sulphonated, 50% added mineral	.13
Lined oil tks., c.i. zone 1	.197
drums, l.c.l.	.207
Neatsfoot, 20" C.T.	.37
Neatsfoot, 30" C.T.	.35
Neatsfoot, prime drums, c.i.	.18
l.c.l.	.20
Neatsfoot, sulphonated, 75%	.20
Olive, denatured, drs. gal.	2.60
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.16
Chamois Moellon, 25% moisture	.13
Common degrass	.14 1/4
Neutral degrass	.27 1/4-29
Sulphonated Tallow, 75%	.14
Sulphonated Tallow, 50%	.9 1/4
Sponging compound	.14
Split Oil	.13
Sulphonated sperm, 25% water	.18
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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# HIDE TRADERS STALLED AS TANNERS SEEK BOTTOM

*Prices Generally At Recent Levels With Buyers  
Still On Sidelines*

Hide and skin markets demoralized this week with buyers slow to regain confidence in the situation following the additional declines recorded late last week.

Sales late last week by big packers involved light native steers at 22½¢ and heavy native cows at 16¢ while larger independent packers sold heavy native steers down to 14¢. Colorado steers down to 12¢ and branded cows as low as 15¢ were factors which left hide and skin markets more or less demoralized.

This week buyers were afraid to step into the market with any better bids despite the fact at least two big packers asked higher prices on moderate offerings of various selections. Two large outside independent packers also offered some hides but hesitated to name firm asking prices as they wanted to see what tanners would do.

A good many tanners were on the sidelines and indicated they would not purchase any more raw material until they received some new leather business. Orders for leather have dropped off following the latest declines in the hide market and leather buyers for leading shoe manufacturers were inclined to withhold placing of new orders until markets showed more stability.

Meanwhile, differences in ideas of value are restricting new trading in hide and skin markets. Small packer hides are only being sold in scattered odd lots and some heavier types are selling at or under the 12¢ level.

Lighter weight hides are worth more, of course, depending upon averages.

The only business of any significance was another sale of Pacific Coast hides this week involving 10,000 Los Angeles small packers of Dec-Jan. take-off at 14¢ for 58 lb. avg. cows and 11¢ for 77-78 lb. avg. steers. Buyers probably reach to 12½¢ on lighter steers averaging around 61 lbs.

## Hides Druggy

Big packer activity consisted of 2,300 Association heavy cows at 16¢, with another outside packer selling 700 at the same price. Definite attempt by large sellers to bolster the market by offering hides at more money, but so far response has been cold.

Obvious pressure on Colorado steers and heavy native steers. Light native cows questionable and heavy end of branded cows is not too bright. The market is perhaps unduly depressed because of the general lack of interest, seemingly stemming from a combination of poor leather business and poor quality hides. Winter season always brings poorer hides around, and the trend would be naturally down.

Small packer interest was limited. Generally speaking, market for 43/50 lb. average allweights considered around 16¢ selected, with sellers indicating that they would ask 17¢. There is no shortage of rawstock.

Country hides around 14¢ flat for trimmed 43/50 lb. average allweights.

Some feel that as much as 16¢ flat should be realized on the better hides, but premiums above 14¢ have been held to ¼¢ and ½¢ for better quality locker hides.

## Calf and Kip Quiet

Calf and kipskins extremely quiet. Calfskins defined as being easier but beyond that traders do not know whether the market is due for a 2¢ or 10¢ drop. However, there seems to be little doubt that the market will go lower, particularly with the hide situation as it is.

Kipskins figured nominally steady although next trading price expected somewhat under the 37¢ talked a few weeks back. Tanners trying desperately to find a level of price for trading, attempting to connect hide prices with what should be paid for kip.

## Horsehides Same

Horsehide market holding unchanged. Some business in good 70 lb. hides at \$7.25, which makes a range of \$7.00 to 7.25 for whole hides at this time. Little interest. Sellers have offerings available, but find that tanners just cannot find leather interest to justify their buying of rawstock. Fronts holding unchanged at \$5 to \$5.25, butts \$2 to \$2.25, according to quality, FOB shipping points.

## HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	New Ceilings				
Heavy native steers	14N	15	-15½	19	-19½	39½-40	28		
Light native steers	22½N	24	26N	43½	31½				
Ex. light native steers	26N	26	28N	46	34				
Heavy native cows	16	-16½N	18	-18½	21	-21½	40½-41	29	
Light native cows	20½-23N	22	-23	24	-26½	41	-42	31	-32
Heavy Texas steers	13N	15N	17½	37½	25				
Butt branded steers	13N	15N	17½	37½	25				
Light Texas steers	2N	22	24N	41½	29½				
Ex. light Texas steers	24N	24	26N	43½	32				
Colorado steers	12N	14N	16½	36½	24½				
Branded cows	15	-16N	18	-20½N	20½-23½	40	-40½	28½-29	
Native bulls	12N	14N	15½	30½	20				
Branded bulls	11N	13N	14½	29½	19				
Packer calfskins	40N	40	-41	36	-37½	77½-82½	65		
Packer kipskins	30	-34N	30	-34	28½-34	59	-61	50	

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### Sheep Pelts Hold

Pelt market holding around last prices. Shearlings in demand at certain prices, with buyers looking for offerings somewhat lower. However, they will pay the prices to a certain extent, going \$3.15 to \$3.25 on No. 1 shearlings of best quality from big packers, \$2.00 to \$2.25 for No. 2's, and \$1.65 to \$1.75 for No. 3's. Fall clips salable around \$3.50 but the \$3.75 price is pretty well down. Little interest at premium level.

Lamb pelts are still the spotlighted item. The market has been up to \$4.75 per cwt. and slightly better for interior packer Western lamb pelts, with less money paid on some of the other pelts of earlier take-off or inferior quality. Mouton tanners have pretty well frozen the pullers out of this market. Pullers cannot reach the \$4.75 level for those pelts.

Pickled skins holding unchanged and quiet at \$10 to \$11 per dozen, according to quality, with big packers asking \$1 higher in most instances.

### Dry Sheepskins Unsettled

Shippers offering 1,000 dozen Tanganyika suspension dried sheepskins, 40/40/20 assortment, 120/130-lbs., at \$7.00 per dozen and 2,000 dozen Eritrean dry salted slaughterhouse sheepskins, 55/35/10 assortment and 265/275-lbs., at \$13.25 per dozen, but trading difficult as buyers' ideas are lower. Cape gloves unchanged as shippers state that they are in a well sold up position and continue to ask 160 shillings.

Brazil cabrettas have ruled quiet. Mombasas, dry salted Sudans, Mochas and Nigerians difficult to quote.

Shearlings quiet and nominal as buyers here have been neglecting the foreign markets due to price differences. However, in view of the domestic season drawing to a close, it is possible that some interest may develop, particularly if prices should show signs of weakening. Spot lot Montevideo shearlings,  $1\frac{1}{2}$  inch, sold at \$1.65 per skin.

Wool sheep markets are somewhat lower following declines at the recent Australian auctions. At Sydney, lambs were down 6 pence while other varieties remained irregular. Conditions in Punta Arenas unchanged as offers small and usually at prices considerably above ideas of buyers here.

### Goatskins Slack

Market continues quiet with tanners holding off buying or lowering bids, reflecting decline of packer hide and skin market. Little likelihood of new activity until situation stabilizes. Meantime, things remain quiet and depressed.

Last sales 1200 lb. Amritsars reported at \$9.50-\$9.75 per dozen, c&f. Shippers probably could not hold to these prices now. Other India and Pakistan skins quiet. Same true of genuine Batis, last sold at \$12.50. Tanners just not interested at former levels.

Shade dried Kenya goatskins last sold at \$9.15 for 40/40/20, 110 lbs. Shade dried Tanganyikas last at \$8.90 for 35/50/15, 105 lbs. No bids at these levels now. Same true for Red Kanos goatskins, most recently sold at \$1.00 per lb., basis primes.

### Pickled Skins Quiet

New Zealand market has quieted down as most buyers are waiting for lower prices. Last confirmed sales involved 5,000 dozen "Wallacetown" lambs which were offered on tender and sold at 70 shillings 3 pence, believed coming to U. S. Other offers unsold and withdrawn as sellers claimed bid levels too low. In general, most tanners are unwilling to buy skins on tender, mainly due to the fact that sellers withdraw skins when they feel bid levels not up to their expectations.

### Reptiles Firmer

Firmer tone to the market but trading still limited. Offers continue small and talked higher while most tanners show relatively little interest. They

feel that anything bought now will arrive too late for spring and Easter and therefore are satisfied to sit back and await further developments.

Madras bark tanned whips sold, particularly skins averaging  $4\frac{3}{4}$  inches. Offerings of 4 inches up, averaging  $4\frac{1}{2}$  inches, 70/30 selection, at 70-72c and skins averaging  $4\frac{3}{4}$  inches at 74-76c. A lot running 60/40 selection, avg.  $4\frac{1}{2}$  inches, sold at 69c.

Cobras nominally quoted at 40c and 45c, respectively, for similar sizes. Vipers, 4 inches up, averaging  $5\frac{1}{2}$  inches, 80/20 selection, offered at 33c and no interest. Some quarters have ideas up to 40c for the larger sizes.

Not much interest in lizards. Back cut Bengals, 10 inches up, averaging  $11\frac{1}{2}$  inches, 80/20 selection, offered at 70c, wet salted Calcutta oval grains, 8 inches and up, 90/10 selection and dry Agrads, 8 inches and up, 80/20 selection, offered at 3c and no takers.

Siam market unchanged as border still closed. Some chouryes, 8 inches and up, 2.3 kilos average, offered at 32c. Ring lizards too high for this market and selling Europe. Brazil market steady with not many offers of back cut tejus. Shippers' ideas around 60c fob. and buyers nominally talk around 50c. Giboas available at 72-75c fob., which buyers consider too high.

### Deerskins Hold

Somewhat firmer tone to the market although larger buyers still contend that they will not meet prices asked by shippers. A small lot of New Zealand skins sold for shipment at \$1.05 fob., while bids of \$1.15 c&f, refused for other lots. Central Americans held at 65c fob. and bids of 60c refused.

Siam market unchanged as no offers received. Brazil "jacks" mixed. Report that some Manaoas sold at 60c fob., basis importers, while most buyers claim that they still will not pay former basis 5c less.

### Pigskins Same

Although buyers in Fulton County continue to show lack of interest, primary markets firmer and sellers have been refusing counter bids. Some Manaoas grey peccaries sold at \$2.40 and blacks at \$2.30 fob., basis importers. Various other offers in the market of Peruvians, Bolivians, etc., descriptions but trading slow to develop. Chaco carpinchos steady due to small available stocks. Last confirmed sales figured around \$3.40, basis manufacturers.

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# NEWS QUICKS

About people and happenings coast to coast

## Massachusetts

• **Maranne Shoe Co.** of Haverhill reports it is now producing 30 cases per day of fancy novelty shoes. The plant is near capacity production.

• Directors of William F. Clapp Laboratories, Inc., Duxbury, have elected **A. P. Richards** president and director. He succeeds the late Dr. William F. Clapp, who died Dec. 28. Richards served as principal assistant to Dr. Clapp for the past 16 years.

• **Nichols Shoe Co., Inc.**, has been organized to make children's shoes at 1 Box Place, Lynn. Bernard Goldstein, formerly of Bernard Shoe Co. and Willow Shoe Co., both of Lynn, is president-treasurer of the new firm.

• **Oscar C. House** has been appointed sales personnel manager of A. C. Lawrence Leather Co., Peabody. Formerly in charge of the company's Milwaukee branch, he will take over his new duties at Peabody on Feb. 4.

• **Maxwell Field**, executive vice president of the New England Shoe and Leather Association, has been elected president of the New England Chapter, Quartermaster Association.

• The **Lynn** local of United Shoe Workers of America, CIO, has finally ratified a 1952 agreement with shoe manufacturers in the area. Terms were previously accepted by other USWA locals in Boston, Haverhill and other Massachusetts factories. The union claims some 2,500 members employed in 22 Lynn factories.

• **Jean Shoe Co.** of Haverhill, closed down for the past two years, has reopened with substantial orders at hand, according to owner Max Klayman. Alfred Sparks, formerly co-owner of Joyce Shoe Co., is the new superintendent.

## New York

• **Jaycee Footwear Corp.** of Hempstead, L. I., reports that it plans to step up production of Compo-McKay casuals in the near future.

• Members of the newly formed **Glove Manufacturers, Inc.**, Gloversville, recently elected R. Douglas Hays, manager of Ireland Bros. in Johnstown, as president. Robert Mills,

vice president of Daniel Hays Co., is vice chairman; Charles Ross, Jr., assistant treasurer of Baeemo-Postman Corp., is secretary; and Forrest P. Gates, Jr., treasurer of Gates-Mills, Inc., is treasurer. The organization includes some 20 manufacturers who do table and pattern cut work on leather gloves and manufacture fabric gloves.

• Fashion Director **Florence Maher** of the National Shoe Manufacturers Association will resign sometime during May, according to Harold L. Quimby, executive secretary. She will be married in June.

• Creditors of **Sandra Shoe Corp.**, New York, have agreed to a 20 percent settlement after an independent audit showed no irregularities.

• **J. Mackey & Son, Inc.**, has filed a petition to effect a settlement of 20 percent under Chapter XI of the Bankruptcy Act.



**Armour's  
QUALITY  
Leathers**  
U.S.A.

**SKEET**

☆

**... Mellow  
corrected grain  
dress Elk**

*Armour Leather Co.*  
CHICAGO • BOSTON • NEW YORK



**FLEXIBLE  
INNERSOLE SPLITS**


Solid and firm tannage, but mellow enough to channel well.

Uniform natural light color.

Closely sanded flesh side.

Consistently well-trimmed and uniform weight.

Meeting all chemical and physical requirements to make a comfortable and long lasting shoe.



MERCERSBURG TANNERY DIVISION

**LOEWENGART AND COMPANY**  
315 FIFTH AVENUE • NEW YORK 16, N.Y.

MANUFACTURERS OF GAIINA LEATHERS

• Creditors of **Chic Footwear Mfg. Corp.**, New York City, recently gave the firm a week to come forward with an offer of settlement. Committee was formed to take inventory and continue negotiations. Liabilities are reported at \$70,803 including accounts payable of \$32,375. Assets are approximately \$68,000.

• **Sam Rottenstein** has sold his interest in Wayne Slipper Co., New York. His future plans are not known.

• **Broitman-Gaffin Shoes, Inc.**, and **Handel Footwear, Inc.**, have moved

into their jointly owned building at 146 Duane St., New York City.

• **Jada Shoes, Inc.**, has been organized to manufacture shoes at 350 Broadway. A. David Rosen is principal.

• Another new firm in New York City is **M. Zonenshine, Inc.**, organized to handle hides and skins and leather at 50 Court St., Brooklyn. Horace Underdonk is principal.

• **Col. Fulton G. Thompson** has been assigned as chief of the Quartermaster Purchasing Division of the New York

Quartermaster Procurement Agency. He relieves Col. Henry R. McKenzie.

• **Michael Hoffman** has joined La Valle, Inc., New York women's shoe manufacturer, as designer and pattern man. He was formerly associated with Thomas Cort, Ltd., of New York.

• **Sam Gould** has been appointed general factory manager of Gerry Nufoam Corp., New York.

## Pennsylvania

• **Mario Pomodoro** has resigned as lasting and making room foreman at Skippy Footwear, Hazleton.

• **Evy Footwear Co., Inc.** is reported building a new factory in Martinsburg. The plant will be under supervision of Tony Tucceri, formerly superintendent of American Maid Footwear Co. Evy also has factories at Altoona and Pecksville.

• Adjudication in bankruptcy has been filed against **Alex E. Sklar**, leather and findings firm trading as Lancaster Leather Store at Lancaster, it is reported.

• **Armour Leather Co.** is reported in process of closing down its North Bend sole leather plant after 75 years of operation. Complete shutdown is expected by March 3 with close to 103 workers thrown out of jobs. Herbert Niblock, Armour vice president, said the shutdown is due to "lack of sole leather business because of competition from composition leather groups. This competition has forced us to cut production by 40 percent." Employees will receive \$200 severance pay.

## New Hampshire

• Remaining 100 workers of the 375 employed at the Newport plant of **International Shoe Co.** are expected to return to work this coming week after nearly a month's layoff while the factory has been reconverted to civilian shoe production, according to Superintendent George D. Morin. The firm will turn out a new fabric shoe and men's and boys' dress and casual shoes.

• Effective date for retroactive pay in the recently negotiated three cents hourly cost-of-living increase granted employees of Brown Co., Berlin manufacturer of shoe innersoles and other products, has been changed from Oct. 12 to Sept. 13, 1951. Workers are represented by Local 75, United Brotherhood of Pulp, Sulphite and Paper Mill Workers (AFL).

"Art may err,  
but Nature cannot miss"

DRYDEN

Which is as good a way as any of saying that it's difficult to improve on nature. Where leather is concerned, artificially changing its appearance not only takes away its "natural" look, but makes imitation easier as well.

There are ways of making leather look *the part* after tanning. We can supply the necessary material and the "know-how". The results are something you must judge for yourself, but we think you'll be extremely pleased with them. If you feel, as we do, that a back-to-nature movement is in order where leather's appearance is concerned, it's time we got together. A letter, wire or call from you will get things started. Why not make that start—NOW!

MAKERS OF POLYSAN\* NON-IONIC FAT LIQUORS.

\*Reg. U.S. Pat. Off.



REILLY • WHITEMAN • WALTON *Company*  
CONSHOHOCKEN, PA.



• A brighter outlook for the **New Hampshire** shoe manufacturing industry was forecast in a recent bulletin issued by the State Division of Employment Security. The bulletin stated, "Optimism is justified—as callback of workers is earlier and some clearance of inventories at various levels has occurred." During Nov. 1951, a total of 8,800 workers were unemployed as compared to 10,400 idle shoe workers in Nov. 1950.

### Vermont

• The one-story wooden plant of **A. L. Grenier Wood Heel Co., Inc.**, at Rutland, was destroyed by fire recently. Damages amounted to \$40,000, according to Wilfred J. Grenier, owner of the firm. The firm manufactures women's wooden heels.

### Ohio

• Extension agreement has been recommended for **The Longini Shoe Mfg. Co.** by a creditors' committee. Under the agreement, creditors are to defer claims until April 30, 1952, and subordinate them to new creditors. The business will be operated under supervision of creditors' committee until that time. Liabilities are reported at \$453,645 and assets at \$493,749.

### New Jersey

• **Walter Dzielak** has been named fitting room foreman at the South River plant of **Leisure Footwear**. He replaces Frank Wrobel, who has moved to another **Cosmos Shoe Corp.** unit—the **Allegro Shoe Corp.** at Little Falls, N. Y.

• **Martin Pepitone** has stepped down as president of **Bonnie Dee Footwear Co., Inc.**, Paterson. He remains associated with the firm in the capacity of designer and fitting room foreman.

• Liabilities of **Stratford Sipper Co.**, Paterson soft sole booties manu-

facturer, were reported at \$22,800, with assets of \$14,800, at a recent meeting of creditors. Creditors declined a 25 percent compromise settlement offer, payable 20 percent in cash and five percent in a three months' note. An auditor was appointed to work on the company's books.

### Missouri

• **J. H. C. Anderson**, well-known shoe executive, has retired as superintendent of the **International Shoe Co.** Merva and Cedar plants at Poplar Bluff after 63 years in the shoe manufacturing business. Anderson joined **International** in 1940 as superintendent of the Cedar plant and was made general superintendent of the Cedar and Merva plants when the latter was built in 1947. Previously he was superintendent for **Hamilton Brown Co.** from 1916 to 1939.

• New name for the consolidated business of **Boyd-Welsh, Inc.**, and **Rice-O'Neill Shoe Co.**, both of St. Louis, is now **Boyd-Kones Shoe Co.**

• **International Shoe Co.** will change over production at its West Plains factory from children's stitchdowns to men's welt shoes, according to B. R. Demick, superintendent. The change-over is expected to take effect by Feb. 4, with production set at 4,400 pairs per day. Cutting on the children's lines will halt Jan. 25 and additional workers will be hired after Feb. 1.

### Wisconsin

• **Calvin Devendorf** has joined **Oshkosh Tanning Co.**, Oshkosh, as superintendent, it is reported. The company recently opened a new department for the manufacture of mouton.

• **Loewengart & Co.**, New York tanner, has appointed **Edwin K. Cleveland** of Cincinnati as sales representative in the Ohio territory. He will represent both **Loewengart** and

its subsidiary, **Eastern Tanning Co.** The firm also appointed **Mr. Parker** of 39 South St., Boston, as New England agent for its flexible sole inner splits.

• **Albert E. Klinkicht**, president-treasurer of **Miller Shoe Co.**, Cincinnati, has been named to the board of directors of the **Provident Savings Bank & Trust Co.** in Cincinnati. Klinkicht is originator and designer of the **Miller orthopedic shoe program**.

### Illinois

• **John Rodden** has been named general superintendent of **A. H. Ross & Sons**, Chicago tanner. He succeeds **John W. Harnley**.

### Pennsylvania

• Business of **William M. Dattner Paramount Shoes**, Philadelphia footwear retailer, will shortly be taken over by a newly formed **Pennsylvania corporation** under the title of **Paramount Shoe Stores Co.**, it is reported.

IIIIII

• **SPRUCE EXTRACT**

IIIIII

• **POWDERED SUPER SPRUCE**

IIIIII

• **LACTANX**

IIIIII

## ROBESON

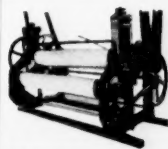
PROCESS COMPANY

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500 Fifth Avenue  
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OPERATING PLANT AT  
Erie, Pa.



Wonderful . . . voice! So soft and mellow like leathers fatliquored with oils from **Salem Oil & Grease Co.**



WRINGER

bark and chrome tanned sides and whole hides for the skiving and splitting machine.

**Quirin Leather Press Co.**

Olean, New York

## FANCY STITCHING

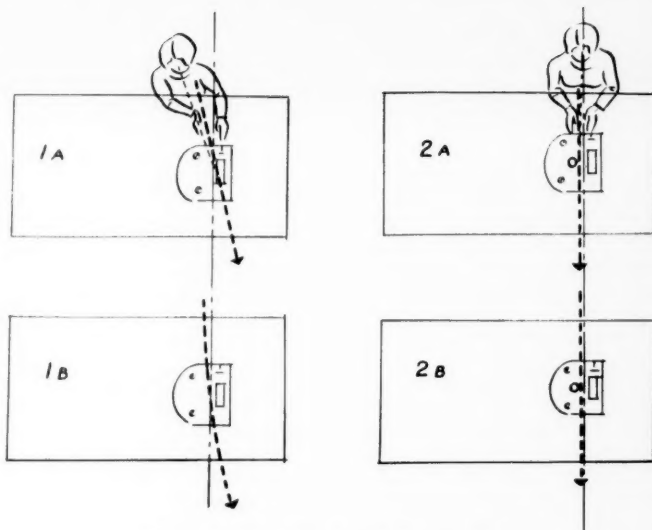
(Continued from Page 11)

stitching are required, and the rows must be accurately parallel.

In the usual case it's done something like this. The operator places the plug on the vamp, lines the plug up correctly with the notches. Then she places the vamp in the machine, rechecks plug alignment, sews two or three stitches, fits plug to vamp, sews a bit more and fits again, sews a few more stitches and again fits, etc. This stop-and-go procedure is repeated until she notices that the vamp is stretching. She then proceeds to pull on the plug, push on the vamp, fitting every few stitches until she gets the plug and vamp back into proper alignment. This is continued until the plug is completely stitched onto the vamp, during which time she is trying to stitch the plug as closely as possible to the edge.

This same process is applied to the second row, with the operator here attempting to follow an imaginary line. This operation moves a little faster because she doesn't have to do any fitting. Nevertheless, she stitches slowly but steadily so as to follow her imaginary line.

Now, this was an experienced operator. But what was the result? The plug was stretched. The first row of stitching was off line and irregular. The second row was not parallel to the first. And the operator, after many repetitions of this tedious performance, inevitably feels an increasing amount of nervous strain and tension, which in turn tends to lower her accuracy; or, to maintain some semblance of accuracy, requires



### Operator Positioning Is Important

1A: Shows common improper position of operator seated at an angle from the work. Note line of vision is angulated instead of straight. Though body position and vision are angulated, hands try to position work "straight." Result is inevitable lack of coordination of vision and work.

1B: Heavy dotted line shows natural direction of work when operator and vision at improper angle. Machine, with operator in this position, tends to "pull" work away in curved line—which makes stitching defective on shoe.

2A: Proper position of operator. Note also directional gauge on machine to control stitching. Between these two factors, work comes out uniformly.

2B: Note line of work passing through machine—true and straight because of mechanical control.

**Experienced shoemakers know and ask for**  
**"McAdoo & Allen's" "Liberty Bell" Welting**

**"Tops" for Quality**

**McADOO & ALLEN WELTING CO.**

**QUAKERTOWN, PENNSYLVANIA**

### STITCHES CAN MAKE OR BREAK—YOU!

Every shoe manufacturer knows that. But what can he do to guarantee improved quality at less cost. He can adopt

**"CONTROLLED STITCHING"**

**AJAX MACHINE CO.**

**170 Summer St., Boston, Mass.**

Call Liberty 2-8684





# Finger Tip Control with the NEW GOODYEAR SOLE LEVELING MACHINE MODEL B

The individuality of each shoe bottom can now be expressed more easily than ever before because the operator need no longer exert heavy, tiring pressure on the foot treadle. This new machine offers much in leveling performance, particularly where fine bottom character is an objective. Thus the *quality* of each shoe bottom is improved while *uniformity* is not affected by the strength, weight or fatigue of the operator. He is free to concentrate on quality.

It is a machine that truly makes modern mechanics and hydraulics the servants of the shoemaker — uses them to make easier the *art* of shoemaking.

The design of the machine makes possible high production even though each shoe bottom may receive individual treatment. A cone support reduces last strain and lower maintenance is possible as cams and clutch have been replaced by the hydraulic mechanism in which the parts run in oil.

Your United branch office representative can provide complete details.



## Features That Help Produce Finest Bottom Character

- Uniform pressure maintained — can be varied by adjustment of spring mechanism.
- Operator can level a specific area on any shoe as long as necessary to obtain results such as highly defined cottage shanks, circular ball lines and close inside shanks.
- Leveling roll movement hydraulically controlled under spring pressure — operation of the jack is effortless.
- Meets the need of a machine for Goodyear welts, turns, silhouettes and stitchdowns . . . and wherever controlled leveling is required.

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS

LEATHER and SHOES

a mounting degree of concentration and resultant tension.

Now, this same operation under mechanical control differs appreciably. First, the operator is seated at a correct stitching angle which enables her to automatically synchronize her eyes and hands better, resulting in better performance with much less effort. The operator lines up plug and vamp, places the vamp in the machine and sews two or three stitches. She checks the alignment, holds the plug to the vamp and stitches them together without further fitting. All the operator does from here on is to help the mechanical device, the control gauge, hold the edge of the plug so the needle will stay on the edge at all times.

And the complete operation is done without stopping.

The second row is done much faster because the mechanical control attachment holds the given margin from start to finish.

The result is a clean, uniform double row of stitching, close to the edge, with no stretching, and the second row is perfectly parallel as though the operation was done with two needles. The entire operation was, moreover, completed in a fraction of the time, and without any strain on the operator.

These sharply improved results for fancy stitching operations can be achieved in cutouts, overlays, eye rows, plugs, perforations, wing tips, foxings, vamping, cord rows, eye

stays, counter pockets, bows and ornaments, nylon vamps, marked vamps, webbing, space rows, pieced vamps, straps, row collars, saddles, etc.

There is nothing complex or complicated in getting these sharply improved results which cuts time, costs, and above all produces a high quality performance with remarkable consistency. It is simply a matter of mechanizing what has up to now been largely a manual operation subject to human error. Why "handicraft" should prevail in the stitching room when the whole trend in the modern factory is toward the scientific and mechanized approach, is something to challenge progressive thinking in the industry.

Mechanized control plus adaptation of operators, through training, to mechanization—therein lies the proved solution to the bulk of fancy stitching operations.



## FOR QUALITY SHOE BUCKRAMS

- FAST MULLING
- GREATER RIGIDITY AFTER MULLING
- RAPID FUSING OF LINING AND UPPER

Ask your supplier for  
**SNYDER BUCKRAMS**  
Once Used — No Other Will Satisfy

**SNYDER BUCKRAM CO.** 621 RIVER ROAD CLIFTON, N. J.

**SAMPLES ON REQUEST**

Here are

# 3

**SHOE PRODUCTS THAT SAVE PENNIES**



## INNERSOLES PLATFORMS WEDGIES

**LYNN INNERSOLE CO., ALLSTON, MASS.**

BUCKLES BY

## ORMOND

Roller—Non Roller  
Steel or Brass Base  
Graceful lines Smooth metal work  
Fine finishes Formed tongues

Gilt Bronze  
Nickel • Gunmetal • Colors  
Representatives in all centers

Complete line **Ormond** Write for Samples  
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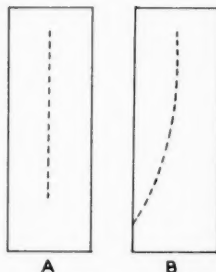
3325 Hudson Ave Union City, N. J.

## Brazilian Leathers

Ask

**Schlossinger & Cia. Ltda.**

**Caixa Postal 917**  
**Sao Paulo, Brazil**



In "A" the machine is under mechanical control, preventing tendency of machine to "pull" the line to one side.

In "B", however, the manual operation submits to the off-line "pull" tendency of the machine, resulting in a slightly curved stitch line.

The "resistance" of stitching operators or foremen to mechanization or scientific control is more imagined than real. It is a "first impression" resistance. By management driving home, honestly and directly, the benefits of mechanization, the resistance quickly dissolves. This has been demonstrated time and again. For example, faster and more uniform performance obviously nets the operator larger earnings. When this is explained and demonstrated, operators and foremen are quick to cooperate. Also, the fact that rejects

and cripples are sharply reduced, savings realized, and waste eliminated, enables management to place itself in a stronger competitive position, with resultant benefit to operators.

The fact that many shoe plants in the country have adopted these modernized fitting room procedures with outstanding success, is obvious evidence that it can be done, and done profitably. It requires only the first step—the realization that the path to improved fancy stitching operations lies in scientific mechanization of the operation.

—END—

## PIGS — READY

(Continued from Page 14)

1,000 head will be approximately 40 weeks. A 5,000 weekly dressing rate shortens the period to ten weeks.

The average whole side hog skin will weigh about 4½ lbs., with the heavies running up to 6 lbs. At this rate a packer slaughtering 1,000 head per week will have approximately 4,500 lbs. of salvaged skins. In a month he will accumulate a 20,000-lb. truckload or in two months a 40,000-lb. carload. At the whole pigskin rates quoted by Mr. Krause during an NP staff member interview at the

recent AMI convention, the 40,000-lb. car would gross \$5,000.

At some plants, such as the Kingan Storm Lake plant, all sides are not fleshed because of the mechanics of merchandising. Obviously, a certain percentage of a large packer's operations will move as slab bacon while another percentage will move as green meats. However, there is no limitation on the ability of the machine to flesh any side. Be the carcass a 550-lb. sow or a 100-lb. piglet, the machine will flesh both sides equally well. Eventually, the percentage of fleshed green bellies mov-

## DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE  
STAINLESS SUMAC • ORDINARY SUMAC  
QUEBRACHO • RAPID TAN "G"  
SPECIAL DIPPING EXTRACTS

**LEATHER**  
YESTERDAY, TODAY  
ALWAYS

### AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

PORT ALLEGANY, PA.

#### REPRESENTATIVES:

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SPECIAL EQUIPMENT CO.  
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but—what **YOU** want  
is **Experienced Help!**

Get it—then—where you have the best chance to get it — through a classified ad addressed to the entire industry in **LEATHER AND SHOES!** Your "keyed" and confidential message will reach thousands of executives. L&S Want Ads have placed many top men in suitable positions.

### LEATHER and SHOES

300 WEST ADAMS ST., CHICAGO 6, ILL.

**"PERMATEX"**

Acabados de Cueros

para todos los tipos de Cueros Concentrados  
Económicos—Eficientes. Escriban por Muestras e  
Instrucciones

**STAHL**

CALLER ST.



**FINISH CO.**  
PEABODY, MASS.

"El Acabado blanco Stahl es el mas Blanco de los Blancos"

ing in normal trade channels will be sufficient to warrant regular quotations on this basis, Wolverine Shoe & Tanning officials state.

If a packer's entire belly production is converted into sliced bacon, moves as green meats or rindless slabs to branch houses for slicing,

or moves to large chain buyers who specify rindless slabs for their requirements, fleshing is advisable for its inherent economies. In all these stipulated sales conditions, the green skin must eventually be removed. As a rind on a smoked belly it has its least value. Under current market conditions the removed skin brings its largest return.

Shipping of green bellies to a branch house places the problem of disposing of the rinds on the branch, which, generally, is not in a position to make as advantageous a disposal as the dressing plant. First, the branch has an accumulation problem to get enough product to warrant buyer interest, and, second, most branch houses are at a disadvantage traffic-wise, being at greater distances from tanneries than the dressing plants.

Failure to remove the skin as a whole side wastes about  $\frac{1}{2}$  lb. of skin per head. If the skin is removed after the belly is squared, approximately  $\frac{1}{2}$  lb. of leather is lost on the meats cut off in squaring up the belly.

An additional advantage of the flesher is its consolidation of operations. Fleshing of the fat back and the belly is performed while both are part of the side, reducing the handling and machine requirements.

Maintenance on the flesher is at a minimum. Since all surface areas are exposed it is easy to clean. The pressure levers are factory-adjusted and set. The only attention needed is a daily honing of the knife. This must be done daily regardless of the number of sides fleshed. The whole operation, however, of removing, honing and replacing, requires only about 15 minutes and does not entail adjusting or resetting. The drive motors for the flesher can be attached to either the right or left side depending upon the cutting floor layout. While the machine will flesh sides from depilated hogs, obviously tanners are not interested in buying these skins.

The basic ability to convert the whole side skins into upper shoe leather, fancy gloves and other quality leather products accounts for the price differential paid by tanners for the whole pigskin. Rind skins at best can only be converted to corrected grain leather suitable for less expensive gloves while belly leather as such is suitable for gloves and in-soles.

The fleshing machine is being manufactured by the Wolverine Shoe & Tanning Corp., which is leasing these machines to interested packing plants.

### Pigskin Notes

- Herman Roser & Sons, Glastonbury, Conn., is the only tannery in the U. S., possibly the world, tanning pigskins exclusively. It has been in operation about 65 years.
- Until recently, the best pigskins for tanning were imported from Europe. The better quality of these skins is attributed to the hogs feeding chiefly on acorns; and also, to more careful flaying.
- It takes a skilled butcher about three-quarters of an hour to skin a hog by hand. In comparison, the Wolverine automatic flesher skins nearly 200 an hour. Hand-fleshing has thus been impractical.
- The "pigskin" football is actually cowhide. The "pigskin" gloves are frequently peccary or carpincho.
- Unlike other hides and skins, pigskin has only one rather than two layers. In pigskin there is an interlacing network of fibers, plus much fat. A major tannery job is to eliminate the fat.
- You can tell genuine pigskin leather by the bristle holes. The bristles occur in groups of three, in a triangular pattern, penetrating both sides of the skin. This pattern is the sign of "genuine."
- "Teddy" Roosevelt used to have all his favorite books bound in pigskin.
- Because of the bristle holes, pigskin is porous, cool, perspiration-resistant.



*I have a fear complex, doctor. I always feel someone is following me . . . to learn about Controlled Penetration of oils from Salem Oil & Grease Company to make softer leathers.*

## T A B E R T A N N E R Y P U M P S

... have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629

### TABER PUMP CO.

300 Elm St. (Est. 1859) Buffalo 3, N. Y.

### Use L&S WANT ADS

for quick turnover of odd lots of leather and materials

**They get results—**

**only \$2.50 per inch**

Send copy to Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF  
Shoes including Close outs,  
Samples and Factory Damages  
Also LEATHER SURPLUS and REMNANTS

WRITE  
MATT AMROSE & SONS,  
SYRACUSE, N. Y.

#### Manufacturer's Representatives Wanted

LARGEST IMPORTER of quality Mediter-  
ranean shoe silk sponges seeks direct distribu-  
tion to the Shoe Mfg. trade for imported  
shoe dressing silk sponges. Only representa-  
tives now successfully selling lines to shoe  
finishing, dressing and polishing departments  
need apply. Good commission. Address A-6,  
c/o Leather And Shoes, 300 W. Adams St.,  
Chicago 6, Ill.

#### For Sale at Low And Attractive Prices

1. DAMAGED BY FIRE AND WATER,  
WHICH WE HAVE trimmed off all burnt  
parts with Electric Knife, which we have sepa-  
rated in 3 classes "WHITE DUCK" as fol-  
lows: Clean with some slightly soiled about  
500 pounds. 2. About half clean and half  
soiled, about 2500 pounds, and all soiled about  
100 lbs. All are in original Compact Bolts,  
except that which has been trimmed off where  
burnt. Price for lot 25c per pound or will  
divide at a price proportionately.

2. UPHOLSTERY LEATHER PIECES: NAT-  
URAL BACK—Sorted and Well Trimmed—  
Size average about 5 by 8 inches—Mixed  
Colors and laid perfectly flat in Bags—15,000  
pounds.

3. White Raised design—Bed Spread material  
—Quite strong and durable—all about 12  
inches wide and 5 yards long in rolls—3000  
pounds.

4. Black Rubberized Felt. Durable—about 36  
inch width in rolls and some light weight in  
bolts. Heaviest 1.8 in thick, next 1.16 inch.

5. Cotton Coat Padding 1-3 yards long—full  
width—flat in cartons 2000 lbs.

Ski-Cloth—closely knitted—napped back.  
About 10 ounce per square yard. Has appear-  
ance of 16 ounce to sq. yard. 50 inch width  
1 to 10 yards long. Numerous pastel colors.  
Semi flat folded in bales—3-500 lbs. each.

Textiles of all kinds in remnants and some  
full stock. Jute Felt-Soft and Jute Platform  
Felt—Wool Felt White—Imitation Leather  
1/4 yd. to 1 1/2 yds. Flat Folded in mixed  
colors in bundles no sheeting.

A BUILDING FULL OF VARIED MATE-  
RIALS AT LOW PRICES

CENTRAL MERCANTILE CO.

215-221 MILWAUKEE AVE. AT CANAL ST.  
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**SPECIAL MACHINERY FOR  
WELTING For  
RANDS Over  
HEELS 50  
Years**

**THOMAS BOSTOCK & SONS  
BROCKTON, MASS.**

#### Rates

Space in this department for display ad-  
vertisements is \$5.00 per inch for each  
insertion except in the "Situations Wanted"  
column, where space costs \$2.00 per inch  
for each insertion.

Undisplayed advertisements cost \$2.50 per  
inch for each insertion under "Help  
Wanted" and "Special Notices" and \$1.00  
per inch for each insertion under "Situa-  
tions Wanted."

Minimum space accepted: 1 inch. Copy  
must be in our hands not later than  
Tuesday morning for publication in the  
issue of the following Saturday.

Advertisements with box numbers are  
strictly confidential and no information  
concerning them will be disclosed by the  
publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

#### SEDGWICK K. JOHNSON

*Leather Chemist and Tanner*

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.  
ELizabeth 3-7336

#### Cash Buyers of All Grades of Animal Hair

Horse and Cattle Tails  
Horse and Cattle Tail Hair  
Mane Hair—Hog Hair

KAISER-REISMANN CORP.

230 Java St., Brooklyn 22, N. Y.  
Telephone: EVergreen 9-5953

#### For Sale

#### COUNTERPOCKET STOCK

SORTED — CLEAN RUSSET  
BACK — UPHOLSTERY LEATHER—  
WHOLE COUNTERS AND LARGER.

We have 100,000 pounds on hand.  
40c per lb.

Address A-8, c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

## ONCE—THEN ALWAYS

Transmission, Bridle, Strap  
Hydraulic Leathers  
Oak, Chrome, Combination Tan

## HANS REES' & SONS

39 Frankfort St.  
New York 38, N. Y.

Tannery at  
Asheville, N. C.

**SUPEREES—the superlative leather!**

#### For Sale

1 Stocomb staking machine. Excellent condi-  
tion. With or without motor. Contact Mr.  
Blake. Mele Manufacturing Co., 9834 Ja-  
maica Ave., Richmond Hill 19, N. Y.

#### For Sale

SMOOTH AND EMBROSSED Sheepskin Hat  
Leather remnants Priced for quick disposal  
by producer.

Address A-9, c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### For Sale

FULLY EQUIPPED wool pulley in California,  
has 35,000 square feet of space, one floor  
assembly-line plan, separate office and mis-  
cellaneous buildings, railroad spur track, 2 1/2  
acres of land. Capable of processing 50,000  
pelts per month. Locality enjoys good labor  
conditions. Immediately available. Address  
A-10, c/o Leather and Shoes, 300 W. Adams  
St., Chicago 6, Ill.

#### For Sale

1 large and 1 small buzzle buffer  
2 wet wheels and two overshot buffers  
Motors and blowers for above if desired.

Address A-12,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Situations Wanted

#### Cutting Work Wanted

WE CAN CUT your leather or cotton goods on  
a contract basis and save money for you.

Address M-5,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Tanner

POSITION WANTED: 24 years experience  
tanning, tanning and finishing bag and strap,  
skirting, shoe leather, bridle leather, suede  
leather. Can go anywhere, any time. Address  
A-11, c/o Leather and Shoes, 300 W. Adams  
St., Chicago 6, Ill.



## Coming Events

March 9-12, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association, Netherlands Plaza Hotel, Cincinnati, O.

May 11-15, 1952—Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association, Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association, Ocean House, Swampscott, Mass.

Aug. 24-27, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York.

Aug. 26-27, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association, Palmer House and other hotels in Chicago.

## Deaths

### Frank N. Winkelman

... 86, retired shoe manufacturer, died Jan. 18 in Philadelphia, Pa. A veteran of 50 years in the shoe business, he was chairman of the board of the Erle Bacher Co. of Washington for 30 years until his retirement two years ago. Surviving are four sons, Dr. N. W. Winkelman, medical director of the Philadelphia Psychiatric Hospital; Jules C., president of the Balcher company; Barbie F. and Louis.

### William J. Reed

... 84, former leather belting executive, died recently in Milwaukee after a long illness. From 1935 until his retirement in 1947 he was vice president of the Milwaukee Leather Belting Co. Previously, he had headed enterprises in other manufacturing fields. He was a member of the Milwaukee Athletic Club and the Rotary Club. His wife, Margaret, survives.

### Robert B. Deford

... leather dealer, died Jan. 10 at his home in Long Green, Baltimore, Md., after a long illness. Before his retirement, he was president of the Druid Oak Belting Co., and Deford Co., Baltimore leather dealer. A World War I veteran, he was also former president of the Children's Aid Society. Surviving are his wife, Dorothea; a son, Robert B., Jr.; a sister, two brothers and three grandchildren.

## Index to Advertisers

Ajax Machine Co.	32
Amalgamated Leather Cos., Inc.	38
American Extract Co.	35
American Hide & Lea. Co.	Back Cover
Armour Leather Co.	29
Armstrong Cork Co.	7
Atlas Refinery, Inc.	Front Cover
Barbour Welting Co.	25
Bostock, Thos., & Sons	37
Colonial Tanning Co.	10
Crompton-Richmond Co., Inc.	21
Davis Leather Inc.	24
Drew, E. F., & Co., Inc.	5
Fromer, Geo., Co., Inc.	35
Hadley Bros.-Uhl Co.	23
Hooker Electrochemical Co.	14
Huch Leather Co.	17
Irving Tanning Co.	25
Jenkins, M. W., & Sons	39
Legallet Tanning Co.	26
Lincoln, L. H., & Son, Inc.	27
Linen Thread Co., The	2
Loewengart & Co.	29
Lynn Innersole Co.	34
McAdoo & Allen Welt Co.	32
Ormond Tool & Mfg. Co.	34
Pilar, A. J. & J. O.	22
Quirin Lea. Press Co.	31
Reilly-Whiteman-Walton Co.	30
Rees, Hans, Sons	37
River Plate Import & Export Co.	28
Robeson Process Co.	31
Salem Oil & Grease Co.	31 and 36
Schiff, Lawrence, Silk Mills	3
Schlossinger & Cia, Ltda.	34
Seton Leather Co.	38
Snyder Buckram Co.	34
Stahl Finish Co.	35
Standard Embossing Plate Mfg. Co.	14
Superior Tanning Co.	25
Taber Pump Co.	36
Tannade Co., The	13
United Shoe Machinery Corp.	9, 15 and 33

experience  
dictates...

# SETON LEATHERS

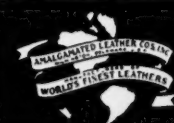
VERONA

DURONA

White  
ZEPHYR  
BUCK

SETON  
PATENT

SETON LEATHER CO. NEWARK 4, N. J.



# CHARMOOZ

## THE PERFECT SUEDE LEATHER

BLACK AND COLORS

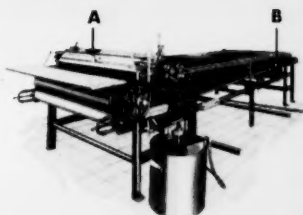
# AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99,

DELAWARE



# JENKINS METLÖKOR® BRUSHES *prove they can take it\**



BAKER-LAYTON LEATHER  
FINISHING MACHINE

✱ Mr. H. W. Pierson, Secretary, Baker-Layton Machine Co., Wilmington, Delaware, says:  
"We have used Jenkins' brushes in our finishing machine for many years and have found them to be most satisfactory.

"The finish brushes for applying finish and the wash brush for washing the bolster have both proved they 'can take it'. The bristles stay in until worn out.

"The construction of these brushes is such that there are no voids or pockets in the cores to hold color and cause trouble on the next lot."

In the leather industry, Jenkins' METLÖKOR Brushes have proven their worth far and above any other type in terms of quality, service and dependability, and have become the first choice of tanners and builders of quality machinery.

Jenkins' METLÖKOR Brushes do not shed, sag, split or get out of alignment. They are made to fit all standard and special tannery machinery.

Write today for the new catalog No. 20 of Jenkins' METLÖKOR Brushes for tanners.

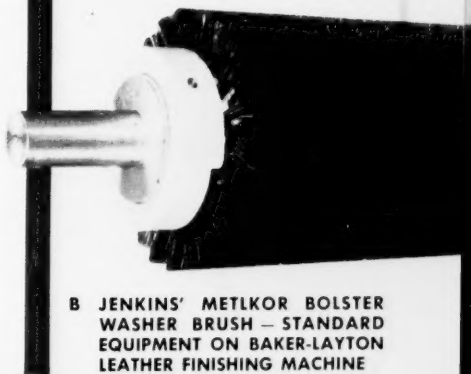
## JENKINS' METLÖKOR BRUSHES FOR TANNERS

LIGHT DUSTING-OFF • BRISTLE DUSTING-OFF • NYLON DUSTING-OFF • FIBRE DUSTING-OFF • OILING OFF • SEASONING • BOLSTER WASHING • FEED • STRIPPING • CONVEYOR BRUSH • PLATE WASHER • SHAVING MACHINE BRUSH • RUBBER-COVERED ROLLS • LIFEWOOD PENETRATING.

**LIFEWOOD®**—chemically treated for a toxic effect on fungi; to seal wood pores; repel water; resist warping, cracking, shedding.  
**LIFEWOOD** — for wood core brushes.



A JENKINS' METLÖKOR FEED OR  
FINISH BRUSH — STANDARD  
EQUIPMENT ON BAKER-LAYTON  
LEATHER FINISHING MACHINE



B JENKINS' METLÖKOR BOLSTER  
WASHER BRUSH — STANDARD  
EQUIPMENT ON BAKER-LAYTON  
LEATHER FINISHING MACHINE

1877 • DIAMOND JUBILEE • 1952

## M. W. JENKINS' SONS, INC.

Three-Quarters' Century of Pioneering Brushes for Industry  
Cedar Grove, Essex County, New Jersey

TELEPHONE Verona 8-5327

# Foot Flairs

FLARE STYLEFULLY ACROSS THE COUNTRY

"LEAF"  
Foot Flair  
by Mutual Shoe Co.  
Marlboro, Mass.



in Colorful  
#435  
cherry  
red



## ROSEBAY WILLOW Calf

A thousand and more stores  
will sell Mutual Shoe Company's fashionable

Foot Flairs. Mutual's advertising emphasizes "the lustrous,  
pampered calf . . . butter soft on the foot." Thus Rosebay  
Willow Calf adds color, style and quality to another smart  
line of women's popular footwear.

AMERICAN HIDE AND LEATHER COMPANY BOSTON